



■ spotlight

July 2011 Vol. 44 No. 07

RAISE YOUR CREDIBILITY AND PROFESSIONALISM





Roger Smith
President & CEO
AIL & NILICO



Introducing
**AIL LAPTOP
ON DEMAND!**
See Pages 12-13

Sales Training in the 21st Century

“The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn.” — Alvin Toffler

This is not your father’s sales environment. Selling in the 21st century is both an art and a science. It isn’t just that the overwhelming amount of information available on the Internet has changed the market. Consider also that the next generation of AIL has arrived, and the majority of them/you have grown up on cutting-edge technology.

As our market and our recruiting pool changes, it makes sense that our methods of presenting and training change to keep pace. We developed the Needs-Based Laptop Sales Presentation to showcase the need for the coverage we sell, but what about relevant training to use this tool?

I am excited to announce the launch of the AIL/NILICO Needs-Based Laptop Presentation eLearning Center: www.aillaptopondemand.com. There you will find instructional videos covering each section of the Laptop Presentation, as well as Help documents, laptop use tips, links to industry publications, dictionaries, and articles. There is also an Online Self-Help Quiz to help gauge your comprehension of the material.

AIL Laptop on Demand is a tool for both Agency trainers and Agents. It equips Agency trainers with approved, standardized training resources for a guided classroom setting, and for anytime students have questions or wish to review aspects of our sales process. This frees instructors to allocate more time to activity-based field training.

For field Agents, it’s the next step beyond traditional training. Information is available online — via their laptop and Internet-enabled mobile devices (smart phones) such as iPhone, Blackberry, Android, etc. — 24/7, when they need it, where they need it, and exactly what they need.

I want to make one thing clear: AIL Laptop on Demand is not meant in any way to replace the quality classroom and field training at the

Agency level, any more than the Needs-Based presentation can ever replace the Agent. But let’s be honest: the first few weeks are intense for Agents. There is so much to learn!

So, let’s say you’re a new Agent and you just completed a day of classroom training on using the Needs-Based presentation. You know you’re going to be in the field within the next couple of days and you’re not comfortable with the presentation. What did the instructor say to tell the prospect about the discount health services card? What were those two questions you’re supposed to ask prospects that aren’t included in the health questions? With AIL Laptop on Demand, you can log on from home whenever it’s convenient and review all or part of the training. Just knowing that this resource is there for you anytime you need it can help reduce stress and brain overload.

For you more tenured Agents, consider this: You just left a home where you encountered objections you feel would have been circumvented if only you hadn’t blanked on the scripted final tie-down. You go to www.aillaptopondemand.com, click on “Needs-Based videos,” then click on “Final Review” to see and hear that exact portion of the presentation. Right there... at the curb... on your smart phone... before you walk into the next prospect’s home. How cool is that?

Harry Truman once wisely noted, *“It’s what you learn after you know it all that counts.”* Well, here’s what I know: technology is here to stay. It will continue to evolve, and our Company will evolve with it. I, for one, am ready to roll with the changes, and encourage you all to join me on that journey. It’s going to be one hell of a ride to \$250 million!



spotlight

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SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,467,157 in bonuses. For more information on the monthly bonuses, turn to Page 08.

Total: \$2,467,157

REQUIRED RETENTION RATE

Effective Jan. 1, 2011, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer’s first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68.0%
Net to Gross:	78%

DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Wednesday 08/24 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Monday 08/29** to count for August production.

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2012 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2012 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Hard Rock Hotel & Casino in Punta Cana, Dominican Republic! The convention will be held May 22-25, 2012.*



**LEADERSHIP
ACADEMY**

PG. 04



**FOUNDER'S
CLUB**

PG. 06



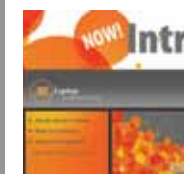
**FOLLOW,
LIKE, POST.**

PG. 10



**SA/GA
TRAINING
BONUS**

PG. 11



**INTRODUCING
LAPTOPONDEMAND.COM**

PG. 12



**LOOK
FOR ME!**





LEADERSHIP ACADEMY

Almost 100 up-and-coming leaders filled the Conference Center at the McKinney office for Leadership 101: The Fundamentals of Agency Building, held June 21-23.

Home Office participants included facilitator Rob Gray, Regional Director of Sales; Scott Smith, Executive Vice President and CMO; Rob Falvo, Senior Vice President of Field Operations, Richard Meshulam, Vice President of Quality; Larry Strong, Vice President Agency Leadership Development; Domenico Bertini, Vice President of Field Operations, and Rob Dunn, Director Needs-Based Selling.

Other instruction was provided by SGAs Steve DiChiaro, Marcus Smith, Theo Pappas, RGA Mike Vasu, MGA Lucky Faaitiiti, and PR Director Patti Morgan.

As always, attendees left stoked up and ready to ignite their agencies!



Mark your calendar for these learning opportunities in 2011!

- Leadership 101** 09/13 — 09/14
- Leadership 401** 10/05 — 10/06
- Leadership 201** 10/18 — 10/19
- Leadership 301** 11/02 — 11/03

If you are interested in attending a Leadership Academy session, please talk to your SGA.



“Only when you come to Leadership Academy do you realize why our company’s slogan is Opportunity Unlimited! Seeing all of the success stories really makes you realize how blessed we are for being in this great company. The inspiration that you get is amazing. One day I will be on stage sharing my story!”

— **Jose Cavajel**, *Fisher Agency*

“American Income really does provide all the necessary tools to become successful. The leadership development is so amazing! AIL will definitely make all my dreams a reality. Inspiration, motivation, dedication, these are the tools I am taking with me on my journey to SUCCESS.”

— **William Fournoy**, *Arangopuerta Agency*

“Wow! Leadership Academy has been an EYE-OPENING experience. I can see the great vision of our leaders in the Company. Most importantly, I can see myself following in their footsteps to create my own successful business within the company. I feel so blessed to have such a great opportunity with such great people. Everyone is on the same page. CAN’T WAIT to see what the future holds!”

— **Eric Trautloff**, *Furer-Whittinghill Agency*

“Leadership Academy is amazing! If there is one thing that I’ve learned it’s to put my time (my biggest asset) to good use. One of the ways to use time effectively is to not focus on what you can’t control. Stop looking at everything in life that you can’t do anything about and put all your effort into managing what you CAN change—namely YOU! I’m excited to implement the things I’ve learned all week. I can’t wait for the next training!”

— **Leonor Guerrero**, *Perez Agency*

For further inspiration, visit www.aillacademy.com.

Direction



Rob Falvo
*Senior Vice President
of Field Operations*

Learning MORE

As we know, the decision to become an agent or manager with American Income can be a lucrative career choice. There is an endless need for life insurance, and commissions and bonuses from the sale of our policies are extremely generous. Additionally, the insurance industry is one of only a small handful that continues to pay salespeople long after the initial transaction. Successful American Incomers have no limit to their income, and can earn a substantial amount of residual income once a client base or an agency has been established.

There is no LIMIT... except between our ears. Attitude plus aptitude determines altitude.

The most important task to undertake is to make ourselves better at what we do, and that means the ongoing commitment to getting better ourselves and helping our people get better on a daily basis. Study as if you can never learn all you want to. Review as if you have forgotten everything you have studied. You cannot overstuff your brain. Some of what you pick up may be frivolous and not useful, but we owe it to ourselves and those we serve to learn, learn, and learn.

We always tell our children to do their homework and study. We have to do the same, whether it is formal or informal. As the financier Henry Doherty once said, “Get over the idea that only children should spend their time in study. Be a student so long as you still have something to learn, and this will mean all your life.”

One great place to start is our newest training tool AIL LAPTOP ON DEMAND (www.aillaptopondemand.com). We all know we need to learn to earn, but this will help you take that concept to another level, and that is to earn more and do it more consistently. Selling and leading are skills that need to be continually sharpened. This site allows you to have, at your fingertips, the ability to do just that.

There are no limits on what people can do. Limits can be raised. The only limitation is the will to try, the will to apply energy to the effort. Studying, implementation and execution of what is taught on the site can raise each of us to a higher level, but it all begins in our minds. We have to think about where we want to go and what we must do to get there. The knowledge is there for the taking; our job is to find the areas in which we want to excel, then invest the time required. It is all a matter of supply and demand. You supply the effort and the study, and the demand from everyone, including yourself, will be filled. It also works to think of it in the opposite terms. You demand more effort from yourself, and the supply coming out of you will be greater.

Today’s business environment leaves no room for standing still, no room for the status quo. We must constantly strive to improve. Technology illustrates this best. Typewriters gave way to computers; vinyl records have disappeared in favor of CDs, and more recently, iPods; drive-in movies conceded to VHS, then DVDs, and now video on demand; land lines are losing out to cell phones; ATM machines are replacing bank tellers; and web sites take business away from “brick-and-mortar” stores. At AIL we have gone from using a simple “yellow sheet” of notebook paper to being true professionals with our Needs-Based Laptop Presentation.

We are forced to adapt even when we’d rather not. The winners in our business are the ones who welcome change, for themselves and for the people who look to them for leadership.

Each of us is a unique individual. We all have the power of choice. We can choose to simply “get along” or we can choose to excel and make ourselves winners. We can have all the mentors and managers in the world, but, ultimately, who is in charge of you? We need all the help we can get, and we need to help others as we are helped, and more so.

The bottom line is what you do with what you have, and what you pass on to those coming up behind you. Just do it and stand back, because the results will overwhelm you and everyone else.

FOUNDERS CLUB

June 2011 Qualifiers — Outstanding Producers & PR Representatives:

Erez Shabtay
Cohen-Cohen Agency
5th Qualification
\$113,359 Net ALP
87.4% Ret

Tone Munro
Friedlander Agency
2nd Qualification
\$152,778 Net ALP
92.7% Ret

Rebecca Najlis
Jatoft-Foti Agency
2nd Qualification
\$89,359 Net ALP
88.9% Ret

Bruce Tan
Altig-Orlovic Agency
2nd Qualification
\$81,938 Net ALP
81.7% Ret

Ronald Rivera
Cohen-Cohen Agency
2nd Qualification
\$57,192 Net ALP
85.8% Ret

Kristy Nguyen
Jatoft-Foti Agency
1st Qualification
\$89,594 Net ALP
87.4% Ret

Adam Kahn
Jatoft-Foti Agency
1st Qualification
\$61,922 Net ALP
82.2% Ret

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Rob Gray



Rob had 66.6% increase (\$360,110) in Net ALP over June 2010. Congratulations on your excellent performance!

PR Director of the Month

Leaders growing leaders!

Tim Farr



Tim had positive lead growth of 5,852 leads in June. We applaud your achievement!

Outlook



Debbie Ensted

Vice President of Public Relations Field Operations

Ch-ch-changes

"They always say time changes things, but you actually have to change them yourself." — Andy Warhol

Having the opportunity to change is a gift. Change is really not optional; it will and needs to occur, and the reality is that it is a necessary gift. History is all about change and without change we would not be able to grow and thrive. Personally embracing change ensures we do not find ourselves going the way of 8-track cartridges.

The truth is that sometimes we resist change. It can be uncomfortable, and so we make excuses. We tell ourselves:

I don't have time for that.

I don't need that.

It won't work.

This is the way I've always done it.

It's too early/too late for that.

Embracing change more consciously, understanding the need to manage change, and being open to and trying new things will ultimately open new doors in your life, both personally and professionally. Every day things change, globally, within our company and individually for each of us.

For many years we had one market, the Union Market. If we had not changed and taken some chances over the years, we would not be generating over a million leads each year. We changed and we created relationships in new marketplaces, associations, credit unions, and child-related organizations. We made changes in order to grow, but maintained our philosophy of supporting a working family agenda. It did not change who we served; it allowed us to serve more.

How do we continue to expand our services to new markets, more working families? What other ways can we connect to our market? How do we create further change? Create more opportunity?

Try new things daily.

Necessity is the mother of invention. Throw out the notion that that is how we always have done it. You used to listen to 8 tracks and AM radio. Would you give up your iPod and satellite radio?

Take things in stride.

Things don't always go as planned! Accept challenges as an opportunity to learn. Accept that it is ok to make mistakes.

Trust the process.

Change is a process. One good idea leads to another. It is natural for some ideas to work better than others. Sometimes a bad idea is just an idea ahead of its time. Revisit old ideas.

Change your perspective.

A new perception is a must. What are the facts and emotions present in this moment in time? It allows you to see what needs to change, to make the change.

Life's an adventure!

One thing that is great about change is that it often takes us down a new path. It's a new venture into the unknown. We don't read books from back to front. We love the thrill of the unknown. The same goes for change.

As I write this, I am on my own little adventure in change, embracing a new idea: I am listening to music on my iPhone. Well, it's a start, and it's the attitude that counts!

Call me — I'd love to hear your ideas.

BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$30,632	Jatoff-Foti
Ernesto Magat	27,269	Jatoff-Foti
Jason Bratin	26,589	Theodore Pappas
Matthew Parks	25,818	Surace-Smith
Patrick Bendure	24,977	Surace-Smith
Haoyu Xu	22,944	Imran Satti
Taina Lameko	22,807	Steve Friedlander
Simon Rolland	19,437	Steve Friedlander
Samuel Cohen	18,944	Fred Hadayia
Serah James	18,276	Steve Friedlander

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Ben Halali	\$11,472	Jatoff-Foti
Tone Munro	9,066	Steve Friedlander
Kristy Nguyen	7,946	Jatoff-Foti
Al-Karim Walji	7,771	Altig-Orlovic
Ryan Kendl	7,453	Altig-Orlovic
Erez Shabtay	7,259	Cohen-Cohen
Viet Chung	5,544	Jatoff-Foti
Amir Sedaghat	5,134	Altig-Orlovic
Terrence Asuncion	4,880	Jatoff-Foti
Maria Rocha	4,867	Jatoff-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$5,278	Jatoff-Foti
Lisa Sanders	2,389	Eric Neal
David Higa	1,240	Cohen-Cohen
Patrick Parisi	1,234	Oldham-Bianchi
Bradley Weigand	1,114	Surace-Smith
Nicole Bailey	1,070	Altig-Orlovic-Deley
Harold Cantillo	1,029	Josh Chalom
Lance Martin	981	Surace-Smith
Daniel Potilechio	923	Bob Olson
Richard Walus	918	Bob Olson

TOTAL
\$2,467,157

Anniversaries

34 Years of Service
 David Cohen, SGA
26 Years of Service
 Lou Nell Busby, PR
21 Years of Service
 Tim Schroeder, MGA
18 Years of Service
 C J Briggie, PR
17 Years of Service
 Timothy Cruise, Agt
16 Years of Service
 John DeRosier, Agt
14 Years of Service
 Slav Bitman, SGA
12 Years of Service
 Barbara Leader, Agt
10 Years of Service
 Denise Gilbert, PR
 LaTonya Tucker, SGA
8 Years of Service
 Diane Carrion, Agt
 Joseph Moore, Agt
 Max Quasem, Agt
 Rodney Ward, MGA
7 Years of Service
 Heather Hewitt, Agt
 Norman Lew, Agt
 Beth Snow, GA
 Thomas VanOsdol, Agt
 Nicholas Zangardi, RGA

6 Years of Service
 Diego Arangopuerta, SGA
 Matt Flores, Agt
 Michael Mandella, MGA
 Travis Moody, SGA
 Jesse Wise, Agt
5 Years of Service
 Marino Baca, MGA
 Ricardo Garavito, Agt
 Katrice Hunt, Agt
 James Palmes, RGA
 Allan Shapiro, Agt
 Paul Smoley, Agt
 Natalie Soboleva, MGA
 Christopher Williams, Agt
4 Years of Service
 Scott Alexander, PR
 Gail Arundale, Agt
 I-Perfection Harris, MGA
 Taneshia Solomon, GA
 Anthony Theriault, MGA
3 Years of Service
 Jason Bratin, RGA
 Linda Byas, Agt
 Marvin Chalwe, Agt
 Kelvin Chu, MGA
 Denice Copp, Agt
 Chantal Daigle, GA
 Karolina Debek, GA
 Karen Gagarin, GA

Joseph Geer, Agt
 Kraig Jilge, GA
 Steven Lucero, Agt
 Michael Manosca, SA
 Humberto Quintero, MGA
 Beau Springer, Agt
 Jonathan Tomko, SA
 Nichole Turner, MGA
2 Years of Service
 John Albertini, Agt
 Timothy Attleson, Agt
 Dominique Bertoncini, Agt
 Gordon Biggums, Agt
 Devon Brown, MGA
 Rachel Bryson, GA
 Carmela Cannizzaro, Agt
 Lindon Carter, SA
 Nathan Champneys, Agt
 Landre Clark, Agt
 Nanette Clay, Agt
 Andrew Coleman, SA
 Niurka de Armas-Duran, SA
 Jonathan Emura, RGA
 Aмоса Faamanu, GA
 Karen Folkemer, Agt
 David Fung, Agt
 Bradley Gray, GA
 DeAnthony Hartman, GA
 Elias Hazen, GA
 Akbar Hosseini, Agt

Peter Hudousek, MGA
 Henry Ingraham, MGA
 Darmany Jones, Agt
 Elizabeth Lo, Agt
 Seini Mafi, GA
 Allan Munro, GA
 Tabita Neukirch, Agt
 Christopher Newman, SA
 Felicia Price, Agt
 Candice Rezzo, Agt
 Andrew Roza, Agt
 Charles Russell, SA
 Lisa Sanders, Agt
 Crystal Senour, PR
 Zbigniew Stankiewicz, GA
 Dustin Surace, Agt
 Matthew Wilford, MGA
 Catherine Wilkie, Agt
 Michael Williams, MGA
 Barbara Wolfreys, Agt
 Tyler Zemenchik, SA
1 Year of Service
 Cherie Adams, MGA
 Luis Alvarez, SA
 Cecilia Asopardo, GA
 Tevai Barr, Agt
 Jalaine Binas, Agt
 Keith Blackston, SA
 Juliann Bliefnick, Agt
 Henry Briggs, SA

Tim Caruso, PR
 Mario Caston, SA
 Asenaca Chute, SA
 Michael Copeland, GA
 Anthony Cruz, MGA
 Darren Cundiiff, Agt
 Alexander Daskalakis, GA
 Maria Duarte, Agt
 Gregory Eastman, Agt
 Lusi Faaiuas, SA
 Carly Ferraro, Agt
 Nicholas Frankovich, Agt
 Henry Gnov, Agt
 Murray Haitana, Agt
 Eric Harris, Agt
 Judy Hassan, SA
 Terry Houser, Agt
 Rashon Howard, SA
 Debra Hunter, SA
 Matthew Isom, Agt
 Kyle Johnson, MGA
 Cordell Key, SA
 Elaine Kulawiak, SA
 Gabriel Langboun, SA
 Jennifer Leighton, Agt
 Vienna Liaina, SA
 Michael Lindsey, SA
 Jami McKenna, GA
 Charles McMain, GA
 Setaita Metui, Agt

Jason Miller, Agt
 Glenn Mitchell, Agt
 Nicholas Moore, SA
 Rasool Mutawakkil, MGA
 Breanna Newkirk, MGA
 Babatunji Ojo, Agt
 Toaluaotulafale Pasa, Agt
 Liridon Pervizi, SA
 Netsia Philogene, GA
 Avram Pinto, MGA
 Ryan Reausaw, MGA
 Jose Rocha, SA
 Javier Santana, Agt
 Zachary Santino, SA
 Cameron Seaverns, SA
 Dione Simms, Agt
 Feaomoeako Takeifanga, SA
 Rupinder Toor, Agt
 Cynthia Tucker-Johnson, Agt
 Keinanga Tupouniua, Agt
 Nicolas Ullmann, MGA
 Rovie Vanthha, MGA
 Bradley Ward, SA
 Bonnie Wiebe, SA
 Ray Young, Agt
 Sandra Young, Agt
 Iran Zaranda, SA

Promotions

REGIONAL GENERAL AGENT
 Marco Aguilar
 Brian Allit
 Rachel Arenas
 Hal Herman
 Evan Holzhauser
 Brandon Schwed
 Cody Terrell
MASTER GENERAL AGENT
 Brent Arbour
 Jeremiah Arellano
 Allison Bankowski
 Astrid Cartagena
 Clovis Chan
 Chance Clauss
 Jared Cleckner
 Nicholas Collins
 Jeremie Dupuis
 Gabriel Feldmann
 Lee Hall
 John Hancock
 Chad Hatfield
 Bryant Hendley
 Jay Meyer
 Marshall Miller
 Breanna Newkirk
 Samuel Parent
 Aaron Parks
 William Parmeter
 Yadollah Pourjalali
 Angel Sanchez
 Mark Stubblefield
60% GENERAL AGENT

Heather Beals
 Amanda Beyersdorff
 Cameron Cimino
 Alexander Dorey
 Seiloni Filimoehala
 Luis Garibay
 Newman Hoverd
 Michael Jones
 Josh Juggassar
 Larielle Major
 Lillian Mariso
 Kristan McConnell
 Kathryn Newman
 Ryan O'Malley
 Graeme Orr
 Viliamu Pula
 William Radcliffe
 Norman Roy
 Josh Schwab
 Carl Smith
 James A Smith
 Rafael Spratling
 Domonique Taylor
 Philip Walters
 Christine Weatherspoon
57.5% GENERAL AGENT
 Felix Berger
 Thomas Bonner
 Shane Burns
 Ashley Delevieuse
 Kateen Morris
 John Reeves
 Karen Seasing
 Gary Smith

Alejandro Soto
 Bobby Szwaja
 Kirk Waters
 Justin Woods
55% SUPERVISING AGENT
 Saulo Almendares
 Steven Aquilino
 Joseph Browder
 Willie Brown
 Tanesha Clausell
 Michael Falcone
 Michael Forest
 Chad Goubert
 Ryan Hernandez
 Clayton Herron
 John Hochstein
 Sabrina Honaker
 Kyle Kaiser
 Peter Kolzow
 Beau Locker
 Jamie Longolucco
 Steven Loveless
 Marion Magat
 Megan Miyesa
 Donald Moon
 Matthew Nitz
 Billy Northington
 David Pena
 Dexter Phillip
 Sandy Riley
 Teresa Salgado
 Dwelyn Smith
 Ramal Taylor
 James Uselton

Amanda Voelz
 Victoria Watkins
 Khristian Wicker
 Brian Wilson
52.5% SUPERVISING AGENT
 Ingrid Acevedo
 Lawrence Adams
 Toulia Athanasopoulos
 Akenese Ati
 Rena Aubie
 Sebastian Becerra
 Ma Bernadas
 Sarah Berndt
 Ryan Boutilier
 Jasmine Boyd
 Kristian Brennan
 Kevin Brooks
 Deondrae Brown
 Christopher Buonanni
 Sean Cahill
 Kastin Carpenter
 Bernadette Casciato
 Mario Caston
 Fred Crum
 Christopher Daniels
 Allison Dennis
 Bryan Dew
 Tere Diamond
 Jean-Francois Diotte
 Lynn Doolittle
 Mausellie Dor
 Allan Faalavaau
 Cody Felder
 Tyrell Flood

Vladimir Flores-Cruz
 Nicholas Frankovich
 Mavrick Fredericks
 Tracy Garland
 Dustin Gaunt
 Barrymore George
 Aaron Germann
 Victor Guerrero
 Brandi Hershey
 Gregory Hunt
 Brian Hutchings
 Melanie Hutchison
 Elizabeth Kohler
 Eric Kohnke
 Feleti Lavulavu
 Renee Lono
 Crystal Lynch
 Ashley-Rose Macrae
 Annalynn Macugay
 William Martine
 Emily Mathenev
 Tanisha Mathis
 Joseph Mayne
 Staci Meckler
 William Moody
 Janice Moseychuck
 Victor Northern
 Shea Oelfke
 Jonathan T Owen
 Michael Paczkowski
 Daniel Pally
 John Palmieri
 Michael Polakowski
 Kehinda Pryor

Kyle Reeves
 Sean Rogers
 William Russell
 Kelly Ryan
 Michael Sadallah
 Arieta Salusalu
 Kelepi Salusalu
 Ruben Santillana
 Edward Sherman
 Louis Simpson
 Adrian Smalls
 Robin Smith
 Stephen Snyder
 Stephanie Solusod
 Parker Stewart
 Daniel Stramaglio
 Michael Sweet
 Vojislava Trammell
 Ho Tran
 Samantha Uden
 Carlos Velazquez
 Michelle Verbit
 Destin Walker
 Karla Walker
 William Webb
 Stephen Wolf
 William Zulauf

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PUT THE BAD BLOGS AWAY



The SA/GA Direct Code Field Training Bonus became available June 1, 2011 and we are excited by the results! The number of weekly bonuses has increased steadily, and the number of SAs and GAs who qualified has also increased. Want in on this action? Talk to your manager and see how much you can add to your income next month. You have until year end to maximize this bonus opportunity.

YTD BONUS LEADERS YTD Bonus Payout \$210,947



1 CECILIA SAN DIEGO-TOMAS \$11,429 Jatoft-Foti	2 ALEXANDER DOREY \$6,909 Imran Satti	3 SENELINAH TALAMAIVAO \$4,598 Steve Friedlander	4 BOBBY SZWAJA \$4,147 Theodore Pappas	5 ELIAS HAZEN \$4,005 Surace-Smith
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JUNE BONUS LEADERS June Bonus Payout \$210,947 June Bonus Qualifiers 347

1 Cecilia San Diego-Tomas \$11,429 Jatoft-Foti	26 Michael Logue \$2,107 Simon Arias
2 Alexander Dorey 6,909 Imran Satti	27 Steven Rotherforth 2,081 Oldham-Bianchi
3 Senelinah Talamaivao 4,598 Steve Friedlander	28 Matthew Conrad 2,072 Surace-Smith
4 Bobby Szwaja 4,147 Theodore Pappas	29 Richard Henry 1,932 Alex Roland
5 Elias Hazen 4,005 Surace-Smith	30 Andrew McQuade 1,783 Steven DiChiaro
6 Karen Gagarin 3,958 Jatoft-Foti	31 Anaise Moonia 1,779 Steve Friedlander
7 Ryan O'Malley 3,669 Imran Satti	32 Lawrence Smith 1,776 Steve Greer
8 Kraig Gilge 3,501 Jatoft-Foti	33 Jesse Remby 1,757 Simon Arias
9 Seiloni Filimoehala 3,494 Steve Friedlander	34 Shahab Mahdavinejad 1,705 Theodore Pappas
10 Donna Tremaine 3,428 Steve Friedlander	35 Nasr Quadri 1,646 Theodore Pappas
11 Marcus Howard 3,416 Surace-Smith	36 Puna Pua 1,615 Steve Friedlander
12 Konnor Wyly 3,361 Joseph Diecedue	37 Viliamu Pula 1,610 Steve Friedlander
13 Ariana Jones 3,122 Theodore Pappas	38 Matthew Girard 1,595 Jatoft-Foti
14 Rachel Bryson 3,003 Simon Arias	39 Francisco Zarathustra 1,531 Jatoft-Foti
15 Richard Lyddon 2,805 Steven DiChiaro	40 Keith Spivey 1,493 Surace-Smith
16 Andrew Dailey 2,517 Oldham-Bianchi	41 Tone Munro 1,478 Steve Friedlander
17 Bradley Gray 2,500 Imran Satti	42 Christina Black 1,421 Oldham-Bianchi
18 Johna Ryan 2,447 Steven DiChiaro	43 Emmanuel Villasenor 1,394 Chris Hernandez
19 Zachary Santino 2,440 Oldham-Bianchi	44 Michael Jones 1,383 T J Powers
20 Colleen Devine 2,339 Imran Satti	45 Dwayne Cameron 1,363 Theodore Pappas
21 Ofa Siasau 2,320 Steve Friedlander	46 Zbigniew Stankiewicz 1,348 Fred Hadayia
22 Travis Picklesimer 2,305 Surace-Smith	47 Mark Wyner 1,331 Sabrina Lloyd
23 Lesina Ah Sue 2,182 Steve Friedlander	48 Thomas Yarbrough 1,319 Oldham-Bianchi
24 Ran Yi 2,165 Imran Satti	49 Erik Boyd 1,292 Fred Hadayia
25 Rafael Spratling 2,116 Matt Henderson	50 Vatapuia Vavau 1,280 Steve Friedlander

Please Note: Bonuses listed consist of the top 50 bonus qualifiers. See insert for the remaining qualifiers of \$200 or more.
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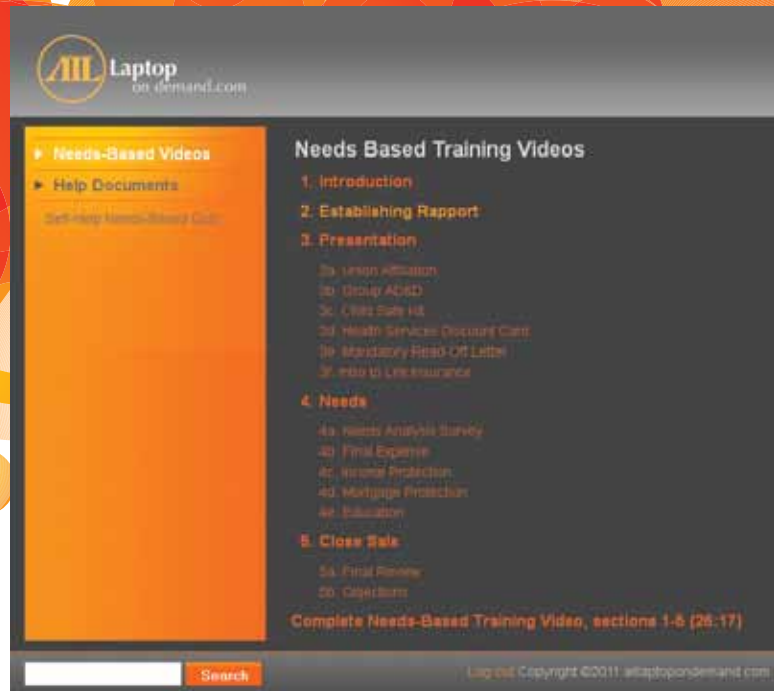
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Individual Producers



1. Tone Munro
Auckland, NZ



2. Ben Halali
San Jose, CA



3. Ryan Kendl
Provo, UT



4. Al-Karim Walji
Calgary, AB



5. Michal Majewski
Surrey, BC



6. Kristy Nguyen
Concord, CA



7. David Tubbin
Menomonee FIs, WI



8. Erez Shabtay
Los Angeles, CA



9. William Gordon
Cleveland, OH



10. Katie Massart
Calgary, AB



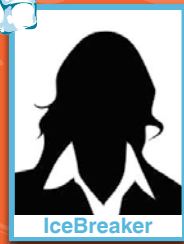
11. Bruce Tan
Honolulu, HI



12. Mark Neilson
Provo, UT



13. Amy Shui
Eatontown, NJ



14. Sarah Smith
Concord, CA



15. Laura Bernardino
Concord, CA



16. Maria Rocha
San Jose, CA



17. Amir Sedaghat
Vancouver, BC



18. Mauselie Dor
Miami Lakes, FL



19. Viet Chung
San Jose, CA



20. Terrence Asuncion
San Jose, CA

IceBreakers

Mary Maida Fujii
Auckland, NZ
\$18,580 Net ALP
Steven Cox MGA
Steve Friedlander SGA

Kristian Brennan
Halifax, NS
\$17,119 Net ALP
Robert Kanaan MGA
Imran Satti SGA

James Miller
Concord, CA
\$15,208 Net ALP
Sarai Castanon MGA
Jatof-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

June Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Tone Munro	\$38,278		92.7	Norman Sellen	Steve Friedlander
2.	Ben Halali	35,669		81.8	Ben Halali	Jatof-Foti
3.	Ryan Kendl	34,435		81.6	Nicholas Lorence	Altig-Orlovic
4.	Al-Karim Walji	31,071		86.7		Altig-Orlovic
5.	Michal Majewski	29,021		71.8	Bobby Gujral	Altig-Orlovic
6.	Kristy Nguyen	28,929		87.4	Ernesto Magat	Jatof-Foti
7.	David Tubbin	27,619	82		Nicholas Engrav	Joe Manone
8.	Erez Shabtay	27,322		87.4		Cohen-Cohen
9.	William Gordon	26,990		89.5		Surace-Smith
10.	Katie Massart	24,527		79.2	Benton Betts	Altig-Orlovic
11.	Bruce Tan	24,451		81.7	Christopher Clark	Altig-Orlovic
12.	Mark Neilson	23,250		68.1	Nicholas Lorence	Altig-Orlovic
13.	Amy Shui	22,921		76.9		Giglione-Ackerman
14.	Sarah Smith	21,704	100		Gil Legarte	Jatof-Foti
15.	Laura Bernardino	21,702	89		Gil Legarte	Jatof-Foti
16.	Maria Rocha	21,588		74.8	Ernesto Magat	Jatof-Foti
17.	Amir Sedaghat	21,567		84.1	Bobby Gujral	Altig-Orlovic
18.	Mauselie Dor	21,390	97		Fritznel Octave	Williams-Zophin
19.	Viet Chung	21,369		80.6	Ben Halali	Jatof-Foti
20.	Terrence Asuncion	20,208		75.6	Ernesto Magat	Jatof-Foti
21.	Emilexis Medina	19,987	98		Jason Bratin	Theodore Pappas
22.	Gary Smith	19,905		79.6	Justin Germany	Dan Rubio
23.	Bruce Viaje	19,272		81.1	Bobby Gujral	Altig-Orlovic
24.	Patricia Weaver	19,239	86			Jeffery Thiel
25.	Andrew Cavicchi	18,927	97		Scott Davis	Simon Arias
26.	Chad Davis	18,889	90		Haoyu Xu	Imran Satti
27.	David Garbarskiy	18,588		73.8	Levar Morgan	Theodore Pappas
28.	Mary Maida Fujii	18,580	100		Steven Cox	Steve Friedlander
29.	Max Quasem	18,361		77.0		Cohen-Cohen
30.	Daniel Posner	18,136		83.3	Ben Halali	Jatof-Foti
31.	Janice Moseychuck	18,007	88		Robert Kanaan	Imran Satti
32.	Joey Sales	17,969		76.3	Christopher Clark	Altig-Orlovic
33.	Beverly Berghold	17,845	100		Gil Legarte	Jatof-Foti
34.	Ilona Patterson	17,783		85.3		Imran Satti
35.	Monica Kayano	17,353	81		Christopher Clark	Altig-Orlovic
36.	Kristian Brennan	17,119	97		Robert Kanaan	Imran Satti
37.	Samvel Tigranyan	16,911		86.8	Erik Graham	Cohen-Cohen
38.	Curt Snow	16,722		71.4	Curt Snow	Jatof-Foti
39.	Scott Remmey	16,660		70.8		Giglione-Ackerman
40.	Omar Hashimi	16,650		76.0		Jatof-Foti
41.	Alex Gonzales	16,534		73.8	Doreen Ryan-Foti	Jatof-Foti
42.	Fritznel Octave	16,482		83.1	Bo Gentile	Williams-Zophin
43.	Bernadette Casciato	16,469	86		Thomas Vena	Simon Arias
44.	Israel Wizenfeld	16,403		73.9		Cohen-Cohen
45.	Rebecca Najlis	16,249		88.9	Ben Halali	Jatof-Foti
46.	Lily Tchen	16,119		87.8		Cohen-Cohen
47.	Samantha Chui	15,771		81.4	Samantha Chui	Matthew Hogan
48.	Evelyn Nkwenti	15,756		77.1	Brenda Hadayia	Fred Hadayia
49.	Bernard Oliphant	15,661		81.7	Troy Plummer	Altig-Orlovic-Hay
50.	Brian Kuznesoff	15,656	92		Levar Morgan	Theodore Pappas

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$210,672		92.7	Norman Sellen	Steve Friedlander
*2.	Erez Shabtay	142,201		87.4		Cohen-Cohen
*3.	Amy Shui	138,721		76.9		Giglione-Ackerman
*4.	Rebecca Najlis	128,327		88.9	Ben Halali	Jatof-Foti
*5.	Michal Majewski	122,704		71.8	Bobby Gujral	Altig-Orlovic
*6.	Kristy Nguyen	116,520		87.4	Ernesto Magat	Jatof-Foti
*7.	Max Quasem	113,968		77.0		Cohen-Cohen
*8.	Lily Tchen	111,284		87.8		Cohen-Cohen
*9.	Maria Rocha	110,608		74.8	Ernesto Magat	Jatof-Foti
*10.	Bruce Tan	106,635		81.7	Christopher Clark	Altig-Orlovic
11.	Roghie Hassan Loo	106,160		68.9	Byron Paz	Josh Chalom
12.	Katie Massart	105,379		79.2	Brenton Betts	Altig-Orlovic
13.	Omar Hashimi	102,004		76.0		Jatof-Foti
14.	Yvonne Zarathustra	99,824		82.1	Yvonne Zarathustra	Jatof-Foti
15.	Matt Flores	98,939		90.0		Cohen-Cohen
16.	Terrence Asuncion	98,251		75.6	Ernesto Magat	Jatof-Foti
17.	Mark Neilson	96,718		68.1	Nicholas Lorence	Altig-Orlovic
18.	Ben Halali	93,884		81.8	Ben Halali	Jatof-Foti
19.	Casey Sperzel	93,307		76.9	James Allen	Travis Moody
20.	Viet Chung	93,049		80.6	Ben Halali	Jatof-Foti
21.	Joshua Lenix	92,956		80.7	Mathew Hart	Surace-Smith
22.	Samvel Tigranyan	90,924		86.8	Erik Graham	Cohen-Cohen
23.	Samson Adelufosi	89,544		77.8		Giglione-Ackerman
24.	Ryan Kendl	86,742		81.6	Nicholas Lorence	Altig-Orlovic
25.	Viliamu Pula	85,395	96		Serah James	Steve Friedlander
26.	Amanda Beyersdorff	85,338		73.2	Matthew Parks	Surace-Smith
27.	Ronald Rivera	84,424		85.8		Cohen-Cohen
28.	Robert Ulreich	83,012		84.6		Jatof-Foti
29.	Christian Napiza	82,100		75.3	Ben Halali	Jatof-Foti
30.	Kyle Wrobel	81,792		75.8	Mathew Hart	Surace-Smith
31.	Al-Karim Walji	78,822		86.7		Altig-Orlovic
32.	Samantha Chui	78,732		81.4	Samantha Chui	Matthew Hogan
33.	Francois Telfort	77,905	88		Ryan Hall	Laura Fisher
34.	Ross Ewen	77,740		84.0		Scott Rehberg
35.	Steve Marker	76,439		75.9	Troy Plummer	Altig-Orlovic-Hay
36.	Ofa Pistor	76,325	91		Taina Lameko	Steve Friedlander
37.	Ilona Patterson	75,776		85.3		Imran Satti
38.	Ala Awad	75,492		80.1	Ala Awad	Alex Roland
39.	Daisy Kwong	75,490	83		Gil Legarte	Jatof-Foti
40.	David Tubbin	75,310	82		Nicholas Engrav	Joe Manone
41.	Maria Duarte	75,097		84.9	Ben Halali	Jatof-Foti
42.	Wendy Ornelas	74,269	89		Maria Greene	Jatof-Foti
43.	Lesina Ah Sue	73,646		71.7	Stephen Hill	Steve Friedlander
44.	Fritznel Octave	73,534		83.1	Bo Gentile	Williams-Zophin
45.	Justin Germany	71,647		82.0	Justin Germany	Dan Rubio
46.	Jose Harb	71,303		76.1	Ben Halali	Jatof-Foti
47.	Cherri Xie	71,265		78.6	Ryan Stenglein	Altig-Orlovic
48.	Richard Luzaich	71,096		81.8	Zachary Hart	Altig-Orlovic-Deley
49.	Mark Akler	70,937		83.2	Byron Paz	Josh Chalom
50.	Brian Kuznesoff	70,719	92		Levar Morgan	Theodore Pappas

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP

Supervising Agents



1. Senelinah Talamaivao
Auckland, NZ



2. Matthew Conrad
Cleveland, OH



3. Ran Yi
Halifax, NS



4. Steven Rotherforth
Rochester, NY



5. Michael Logue
Pittsburgh, PA

June Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Senelinah Talamaivao	\$40,979	\$40,061	95	Taina Lameko	Steve Friedlander
2.	Matthew Conrad	40,473	52,987	96		Surace-Smith
3.	Ran Yi	39,543	46,081	98	Haoyo Xu	Imran Satti
4.	Steven Rotherforth	26,458	29,865	80.0	Stephen Jubrey	Oldham-Bianchi
5.	Michael Logue	24,171	29,993	92	Casey Kunash	Simon Arias
6.	Zachary Santino	21,172	28,302	93	Stephen Jubrey	Oldham-Bianchi
7.	Ofa Siasau	21,001	30,481	98	William Smith	Steve Friedlander
8.	Johna Ryan	19,416	34,949	97	Richard Correa	Steven DiChiaro
9.	Fehia Petelo	19,229	24,334	99	Lorenzo Lameko	Steve Friedlander
10.	Val Aiono	18,831	23,210	89	Theresa Setefano	Steve Friedlander

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Val Aiono	\$118,066	\$139,362	89	Theresa Setefano	Steve Friedlander
2.	Henry Briggs	115,428	129,827	87.3	Taina Lameko	Steve Friedlander
3.	Steven Rotherforth	104,561	163,059	80.0	Stephen Jubrey	Oldham-Bianchi
4.	Matthew Conrad	102,786	147,738	96		Surace-Smith
5.	Senelinah Talamaivao	90,081	105,395	95	Taina Lameko	Steve Friedlander
6.	Travis Picklesimer	88,595	178,122	75.5	Darron Hacker	Surace-Smith
7.	Matthew Cosic	82,623	152,402	91	Michael Vasu	Surace-Smith
8.	Anaise Moonia	72,365	103,493	87	Taina Lameko	Steve Friedlander
9.	Jeanette Lancaster	68,997	79,051	68.2	Curt Snow	Jatoft-Foti
10.	Francisco Zarathustra	62,913	85,845	82	Yvonne Zarathustra	Jatoft-Foti

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP

General Agents



1. Cecilia San Diego-Tomas
Concord, CA



2. Mapa Vaki
Auckland, NZ



3. Ariana Jones
Flushing, NY



4. Karen Gagarin
San Jose, CA



5. Ryan O'Malley
Halifax, NS



6. Rachel Bryson
Pittsburgh, PA



7. Richard Henry
Irving, TX



8. James Keefer
Pittsburgh, PA



9. Thomas Yarbrough
Rochester, NY



10. Seiloni Filimoehala
Auckland, NZ

June Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Cecilia San Diego-Tomas	\$65,135	\$68,828	82.9	Gil Legarte	Jatoft-Foti
2.	Mapa Vaki	55,466	69,501	89	Taina Lameko	Steve Friedlander
3.	Ariana Jones	48,203	69,325	81.9	Jason Bratin	Theodore Pappas
4.	Karen Gagarin	45,575	117,862	78.3	Ernesto Magat	Jatoft-Foti
5.	Ryan O'Malley	45,083	44,970	91	Haoyu Xu	Imran Satti
6.	Rachel Bryson	44,868	52,130	75.8	Thomas Vena	Simon Arias
7.	Richard Henry	38,826	42,443	87	Ala Awad	Alex Roland
8.	James Keefer	38,594	54,328	89	Casey Kunash	Simon Arias
9.	Thomas Yarbrough	38,471	52,153	69.8	Brett Gryska	Oldham-Bianchi
10.	Seiloni Filimoehala	37,874	44,263	95	Simon Rolland	Steve Friedlander
11.	Elias Hazen	36,942	50,791	81.5	Darron Hacker	Surace-Smith
12.	Andrew Dailey	34,428	38,301	93	Brett Gryska	Oldham-Bianchi
13.	Kevin Holtz	33,841	45,041	89	Michael Vasu	Surace-Smith
14.	Nasr Quadri	30,737	54,847	99	Syed Quadri	Theodore Pappas
15.	Donna Tremaine	28,816	34,417	94	Steven Cox	Steve Friedlander
16.	Richard Lyddon	26,704	37,051	91	Matthew Tumquist	Steven DiChiaro
17.	Alexander Dorey	26,339	27,004	84	Robert Kanaan	Imran Satti
18.	Kraig Jilge	25,696	84,192	72.2	Ben Halali	Jatoft-Foti
19.	Ronald Rennich	25,457	40,551	85.6	Matthew Duilus	Simon Arias
20.	Matthew Ficarra	25,234	37,713	77.6	Michael Romeo	Oldham-Bianchi

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Cecilia San Diego-Tomas	\$365,238	\$431,936	82.9	Gil Legarte	Jatoft-Foti
*2.	Mapa Vaki	351,748	448,570	89	Taina Lameko	Steve Friedlander
*3.	Kraig Jilge	315,674	649,855	72.2	Ben Halali	Jatoft-Foti
*4.	Karen Gagarin	276,969	569,319	78.3	Ernesto Magat	Jatoft-Foti
*5.	Amosa Faamanu	242,247	297,472	69.8	Taina Lameko	Steve Friedlander
6.	John Setu	212,977	268,737	72.9	Simon Rolland	Steve Friedlander
7.	Ariana Jones	192,250	255,516	81.9	Jason Bratin	Theodore Pappas
8.	Dustin Dunlap	186,350	314,672	72.8	Patrick Bendure	Surace-Smith
9.	Kevin Holtz	185,665	317,331	89	Michael Vasu	Surace-Smith
10.	Sosefo Petelo	169,179	233,458	72.1	Lorenzo Lameko	Steve Friedlander
11.	Ronald Rennich	155,946	225,388	85.6	Matthew Duilus	Simon Arias
12.	Michael Matteo	155,740	203,766	73.9	Brett Gryska	Oldham-Bianchi
13.	Elias Hazen	153,687	284,802	82.7	Darron Hacker	Surace-Smith
14.	Rachel Bryson	151,731	188,879	75.8	Thomas Vena	Simon Arias
15.	Andrea Nichols	150,404	251,332	72.1	Brett Gryska	Oldham-Bianchi
16.	Bryon Welch	149,345	205,218	95	Sara Welch	Steve Friedlander
17.	Karolina Debek	140,775	173,411	76.5		Sabrina Lloyd
18.	David Livingston	139,913	211,632	69.4	Daniel Hartwig	Surace-Smith
19.	Seini Mafi	134,311	174,503	93	Taina Lameko	Steve Friedlander
20.	Kyle Wrobel	129,755	398,708	83	Matthew Hart	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Matthew Parks
Cleveland, OH



2. Haoyu Xu
Halifax, NS



3. Jason Bratin
Flushing, NY



4. Brett Gryska
Rochester, NY



5. Matthew Diulus
Pittsburgh, PA



6. Taina Lameko
Auckland, NZ



7. Stephen Jubrey
Rochester, NY



8. Gil Legarte
Concord, CA



9. Thomas Vena
Pittsburgh, PA



10. Raymond Risucci
Lee's Summit, MO

June Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Matthew Parks	\$98,095	\$162,588		69.8	Surace-Smith
2.	Haoyu Xu	96,980	98,064		68.6	Imran Satti
3.	Jason Bratin	92,384	131,647		75.5	Theodore Pappas
4.	Brett Gryska	87,107	159,116		70.7	Oldham-Bianchi
5.	Matthew Diulus	86,149	99,129		76.6	Simon Arias
6.	Taina Lameko	82,837	108,623		68.2	Steve Friedlander
7.	Stephen Jubrey	65,866	104,841		72.6	Oldham-Bianchi
8.	Gil Legarte	65,135	71,710		72.2	Jatof-Foti
9.	Thomas Vena	62,644	88,112		76.7	Simon Arias
10.	Raymond Risucci	59,290	62,244	89		Dorian Oldham
11.	Levar Morgan	57,744	106,823		70.3	Theodore Pappas
12.	Samuel Cohen	57,381	127,770		70.3	Fred Hadayia
13.	Casey Kunash	57,046	66,790		78.8	Simon Arias
14.	Patrick Bendure	56,305	186,986		71.9	Surace-Smith
15.	Hal Herman	55,027	108,749		71.1	Oldham-Bianchi
16.	Darron Hacker	52,446	79,244		75.9	Surace-Smith
17.	Serah James	52,171	54,372		68.2	Steve Friedlander
18.	Michael Romeo	50,910	71,109		75.4	Oldham-Bianchi
19.	Simon Rolland	47,529	74,539		69.3	Steve Friedlander
20.	Richard Correa	46,966	58,275		74.2	Steven DiChiaro

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt
ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$760,472	\$978,002		68.2	Steve Friedlander
*2.	Jason Bratin	466,567	655,573		75.5	Theodore Pappas
*3.	Matthew Parks	459,896	708,921		69.8	Surace-Smith
*4.	Serah James	438,496	556,781		68.2	Steve Friedlander
*5.	Ben Halali	434,078	1,795,718		73.6	Jatof-Foti
6.	Patrick Bendure	422,117	1,076,518		71.9	Surace-Smith
7.	Simon Rolland	403,093	588,081		69.3	Steve Friedlander
8.	Matthew Diulus	385,603	486,014		76.6	Simon Arias
9.	Brett Gryska	382,050	736,655		70.7	Oldham-Bianchi
10.	Michael Vasu	367,743	903,385		73.5	Surace-Smith
11.	Stephen Hill	359,673	846,381		77.5	Steve Friedlander
12.	Gil Legarte	342,631	510,394		72.2	Jatof-Foti
13.	Samuel Cohen	338,155	656,878		70.3	Fred Hadayia
14.	Javier Sandoval	332,610	464,401		69.2	Steven DiChiaro
15.	Stephen Jubrey	321,769	686,595		72.6	Oldham-Bianchi
16.	Lorenzo Lameko	306,693	497,690		70.3	Steve Friedlander
17.	Haoyu Xu	297,560	322,289		68.6	Imran Satti
18.	Levar Morgan	281,147	445,392		70.3	Theodore Pappas
19.	Ernesto Magat	277,673	778,179		77.6	Jatof-Foti
20.	Hal Herman	264,326	585,972		71.1	Oldham-Bianchi

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt
ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP

Regional General Agents



1. Thomas Vena
Pittsburgh, PA



2. Taina Lameko
Auckland, NZ



3. Michael Vasu
Cleveland, OH



4. Bo Gentile
Plantation, FL



5. Brett Gryska
Rochester, NY

June Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Thomas Vena	\$236,092	\$319,562		78.9	Simon Arias
2.	Taina Lameko	216,927	283,500		71.7	Steve Friedlander
3.	Michael Vasu	161,091	358,027		71.2	Surace-Smith
4.	Bo Gentile	159,487	247,086	86		Williams-Zophin
5.	Brett Gryska	157,973	271,591		71.8	Oldham-Bianchi
6.	Justin Adams	141,073	221,688		71.7	Simon Arias
7.	Jason Bratin	139,374	196,855		76.2	Theodore Pappas
8.	Ben Halali	138,727	553,935		74.8	Jatof-Foti
9.	Stephen Jubrey	119,464	179,046		72.7	Oldham-Bianchi
10.	Patrick Bendure	108,751	266,229		73.2	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$2,129,848	\$3,025,898		71.7	Steve Friedlander
*2.	Ben Halali	1,008,496	3,104,672		74.8	Jatof-Foti
3.	Thomas Vena	937,228	1,483,854		78.9	Simon Arias
4.	Brett Gryska	844,617	1,667,805		71.8	Oldham-Bianchi
5.	Justin Adams	791,444	1,138,334		71.7	Simon Arias
6.	Stephen Hill	738,392	1,407,995		78.2	Steve Friedlander
7.	Bo Gentile	732,941	1,221,243	86		Williams-Zophin
8.	Patrick Bendure	670,308	1,539,741		73.2	Surace-Smith
9.	Jason Bratin	650,284	916,091		76.2	Theodore Pappas
10.	Michael Vasu	630,303	1,563,176		71.2	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III



Steven DiChiaro
CATEGORY IV



Cindy Furer
CATEGORY V



Bob Whittinghill
CATEGORY V



Philip Prata
CATEGORY VII

Top Rookie



Jeremy Welch
Net ALP \$66,386

Top Start-Up



Sabrina Lloyd
Net ALP \$91,644

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
June	II Simon Arias		76.5	\$396,427	\$182,000	218%	138.5%	356%
	III Theodore Pappas		73.5	230,243	135,000	171%	195.3%	366%
	Joe Manone		76.2	125,139	130,000	96%	51.8%	148%
	Steve Greer		72.5	114,888	135,000	85%	26.3%	111%
Matt Henderson		71.9	110,293	135,000	82%	23.3%	105%	
IV Steven DiChiaro		71.4	176,935	109,000	162%	195.3%	358%	
Imran Satti		69.3	226,494	109,000	208%	41.7%	249%	
V Furer-Whittinghill		69.0	96,623	96,000	101%	12.6%	113%	
VII Philip Prata		69.4	63,974	65,000	98%	12.7%	111%	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
YTD	I Surace-Smith		72.1	\$2,060,892	\$2,160,000	95	22.9	118
	II Simon Arias		76.5	1,795,010	1,092,000	164	80.8	245
	Fred Hadayia		72.3	727,291	912,000	80	26.1	106
	III Theodore Pappas		73.5	1,109,329	810,000	137	106.5	243
IV Steven DiChiaro		71.4	908,339	654,000	139	39.5	178	
Imran Satti		69.3	847,329	654,000	130	20.4	150	

Category	Name	Net to Gross	Retention	Net ALP
June	Rookie Jeremy Welch		77.3	\$66,386
	Cisco Perez		70.2	59,542
	Mark Beckford	89		40,285
	Sinner-Sinner		72.9	36,012
	Michael LiBassi		68.7	35,797
	Arthur Greene		75.9	14,400
Start-Up Sabrina Lloyd		83	91,644	
Dorian Oldham		88	64,768	
Alex Roland		86	47,852	
Cunningham-Weatherspoon	80		49,243	
Kevin Davis		80	19,123	
Jeremy Harbin		84	14,324	
Satti-Elman		81	7,704	

Category	Name	Net to Gross	Retention	Net ALP
YTD	Rookie Jeremy Welch		77.3	\$354,373
	Michael LiBassi		68.7	251,124
	Cisco Perez		70.2	247,612
	Mark Beckford	89		188,382
	Sinner-Sinner		72.9	147,892
	Arthur Greene		75.9	81,725
Start-Up Sabrina Lloyd		83	468,114	
Dorian Oldham		88	275,827	
Cunningham-Weatherspoon	80		263,564	
Alex Roland		86	213,620	
Kevin Davis		80	114,596	
Jeremy Harbin		84	107,616	

Public Relations



1. Judy Spade
CATEGORY I
Liberty Central, OH



2. Susan Gilbert
CATEGORY I
Chicago, IL



1. Erica Dalager
CATEGORY II
St. Paul, MN



2. Robin Andrade
CATEGORY II
Malden, MA



1. Mario Soljan
CATEGORY III
Auckland, NZ



2. Tamara Williams
CATEGORY III
Indianapolis, IN



1. Ken Altizer
CATEGORY IV
Nebo, WV



2. Kate Langthorn
CATEGORY IV
Ewa Beach, HI



Rookie
1. Judy Spade
Liberty Central, OH



IceBreaker
1. Shelly Korb
Atlanta, GA



Top Manager
1. Judy Spade
Liberty Central, OH

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

June Production

Category	Rank	Name	Production in Cards	Territory
I	1.	Judy Spade	7,251	Michigan/Tim Farr
	2.	Susan Gilbert	3,884	Chicago/Laurie Onasch
	3.	Rona Pileggi Spano	2,964	Chicago/Laurie Onasch
	4.	Gary Rothman	1,948	Los Angeles/Rachelle Valdez
	5.	Mark Gagliardi	1,855	N California/Debbie Enstedt
II	1.	Erica Dalager	2,430	Minnesota/Laurie Onasch
	2.	Robin Andrade	1,484	Mass/Laurie Onasch
	3.	J T Tasker	1,087	New York State/Tim Farr
	4.	Suny Robinson	1,041	Houston/Susan Fuldauer
	5.	Carmella Stroud	850	Central Florida/Patti Morgan
III	1.	Mario Soljan	3,201	Steve Friedlander
	2.	Tamara Williams	2,244	Indiana/Susan Fuldauer
	3.	Bonnie Ellingson	1,319	Minnesota/Laurie Onasch
	4.	David Blaisdell	1,138	Tennessee/Patti Morgan
	5.	Brian Ryan	1,009	E Philly/Delaware/Tim Farr
IV	1.	Ken Altizer	2,146	West Virginia/Susan Fuldauer
	2.	Kate Langthorn	1,235	Hawaii/Rachelle Valdez
	3.	Lori Vaughn	1,036	Oregon/Laurie Onasch
	4.	Anna Rohrer	765	S Ohio/Susan Fuldauer
	5.	Christopher Paskewich	661	Oregon/Laurie Onasch
Rookie	1.	Judy Spade	7,251	Michigan/Tim Farr
IceBreaker	1.	Shelly Korb	256	Georgia/Patti Morgan
Manager	1.	Judy Spade	+4,915	Tim Farr
	2.	Denise Gilbert	+4,293	Enstedt/Onasch
	3.	Alina Latinsky	+3,476	Rachelle Valdez

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

I	*1.	Chuck Hill	17,180	N California/Debbie Enstedt
	*2.	Malka Arony	15,258	Nevada/Rachelle Valdez
	3.	Rona Pileggi Spano	12,452	Chicago/Laurie Onasch
	4.	Mark Gagliardi	11,016	N California/Debbie Enstedt
	5.	Susan Gilbert	9,280	Chicago/Laurie Onasch
II	*1.	Robin Andrade	11,947	Mass/Laurie Onasch
	*2.	Erica Dalager	7,882	Minnesota/Laurie Onasch
	3.	J T Tasker	5,956	New York State/Tim Farr
	4.	Jessica Ingerick	4,928	MD/DC/Laurie Onasch
	5.	Bernard Weaver	4,723	Pennsylvania/Tim Farr
III	*1.	Mario Soljan	12,776	Steve Friedlander
	*2.	David Blaisdell	10,478	Tennessee/Patti Morgan
	3.	Cheryl Cook	7,125	Pennsylvania/Tim Farr
	4.	William Verbeten	7,124	Wisconsin/Laurie Onasch
	5.	Katherine Kidder	6,883	Pennsylvania/Tim Farr
IV	*1.	Kate Langthorn	8,986	Hawaii/Rachelle Valdez
	*2.	Lori Vaughn	6,357	Oregon/Laurie Onasch
	3.	Sandra Knapp	5,991	Wisconsin/Laurie Onasch
	4.	Laurie Gruber	5,581	Wisconsin/Laurie Onasch
	5.	Anna Rohrer	5,467	S Ohio/Susan Fuldauer

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

Perspective



Scott Smith
Executive Vice President
& Chief Marketing Officer

Referrals — In Flight! *Leads and the Needs-Based Laptop Presentation*

When I'm on a plane just before it lands, I look out the window and I see houses for miles and miles. The area around many airports houses the middle class, and sometimes I wonder how many of those people have an AIL/NILICO policy.

Then I ask myself how many do not.

Think about what's out the airplane window this way: on a street that has forty houses, only about five households are union households. We have been blessed with the opportunity to make our name in the union market, blessed for the opportunity to serve the men and women who have built the United States, Canada and New Zealand. But even if we mailed every union member every single year, we would only be mailing 13% of the entire population. A 20% card return gets us into just one of those forty houses. That means there are thirty-nine out of the forty households that need you, but haven't heard from you. Leads will get you out in the street, but your ability to get in those other 39 houses is what will make you rich.

In recent years, we have broadened our market from primarily union families to working families in general by giving presentations to parents of schoolchildren and other non-traditional associations as well as attendees at targeted events who return leads. We are on track to generate more than 1.3 million leads. There has been positive lead growth six of the past seven years since the Company centralized lead generation. Our PR team continues to do a great job in generating these leads for our use.

Directly and indirectly, these leads are more than adequate. When worked correctly, these leads then yield the "gift that keeps on giving:" referrals. Plenty of Agencies are thriving on the referral process. Yes, thriving. The referral lead — when executed properly — is easiest to set, has the highest closing ratio, and it takes less

time. It's common sales wisdom that if you aren't asking for and getting referrals, you're leaving money on the kitchen table...

...which brings me to this month's Spotlight point of emphasis: the Needs-Based Laptop Presentation. Truth be told, it should be called the Needs-Based Laptop Referral Generator Presentation. The laptop presentation is the catalyst to the mother of all growth spurts.

Did you know that the laptop closing ratio is over 40%?

Because of the data we're able to collect via the eApp, we know for a fact that Agents using the laptop get more referrals per week. How many appointments can you set with, say, an extra 500 leads (or more!) per year? If you set just half of those referrals and closed 40%, that would be an additional 100 sales per year, premium of over \$75,000, and money in your pocket that — with bonus factored in — would likely exceed \$50,000 annually!

That's a lot of money for learning and using the Laptop Presentation correctly. As an Agent, get ready to achieve dreams and goals you never knew were so attainable!

Those houses out the airplane window seem much closer now. And this time, the plane is not landing. In fact, it's just taking off!

Rock ^{on over} to the dark side of the **Moon Lounge!**



Hard Rock
HOTEL & CASINO



2012 Convention

Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: www.aillife.com/arc/spotlight.aspx

May 22 - 25

See *Spotlight*, page 11 for top 50 qualifiers and YTD bonus leaders.
For full contest details, visit www.aifile.com/spotlight.aspx

Total: \$210,947

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Erna Gasanin	\$1,230	Fred Hadayia	Lora Beronja	\$575	Joe Manone	Tobias Klipfel	\$302	Alt-Orl-Venekamp
Norman Roy	1,228	Matt Henderson	James Keefer	569	Simon Arias	Samy Jacques	300	Williams-Zophin
Scott Davison	1,224	Steve Greer	Gordon Mayfield	559	Chris Hernandez	Brent Penno	292	Altig-Orlovic
William Pruitt	1,208	Michael LiBassi	Debra Hunter	537	Fred Hadayia	Heather Beals	288	Matt Wolfanger
Kathryn Newman	1,169	Cisco Perez	Brandon McCrea	536	Travis Moody	Nicholas Moore	273	Oldham-Bianchi
Marcus Richardson	1,084	Steven DiChiaro	Jack Anderson	528	Furer-Whittinghill	Stephen Cox	272	Altig-Orlovic
Meneluo Perakis	1,038	Bob Olson	Alejandro Soto	523	Matt Henderson	Alanna Kidd	257	Altig-Orlovic
Philip Walters	1,005	Travis Moody	Domonique Taylor	523	Slav Bitman	Jonathan Tomko	254	Surace-Smith
Rocco Zagari	986	Simon Arias	Dustin Edgell	507	Paul Rumbuc	Nina Dolman	254	Alt-Orl-Traboulay
James Buller	976	Joseph Diecedue	Loretta Ekeroma	506	Steve Friedlander	Aaron Ralston	251	Jeremy Welch
Aaron Booth	962	Simon Arias	Joseph Falzone II	493	Dorian Oldham	Marium Sherzai	250	Cohen-Cohen
Barbara Corigliano	938	Sabrina Lloyd	Dainelle Whitman	480	Philip Prata	Timothy Sallee	246	Altig-Orlovic
Chris Lussier	933	Steven DiChiaro	Eric Trautloff	479	Furer-Whittinghill	Chin Long	245	Steve Friedlander
Peter Chung	927	Jatoft-Foti	Steven Truver	476	Simon Arias	Sara Vaz	241	Altig-Orlovic
Steven Ross	914	Furer-Whittinghill	Cameron MacCall	476	Fred Hadayia	Hans Wikle	241	Simon Arias
Fehia Petelo	908	Steve Friedlander	Randall Cook	474	Joseph Diecedue	Kelepi Salusalu	238	Steve Friedlander
Nicholas Patterson	904	Theodore Pappas	Dewey Lewis	466	Steve Greer	Jorge Guerra Jr	237	Gigliione-Ackerman
Carl Smith	901	Matt Wolfanger	Jenna Timmerman	463	Joe Manone	Thomas Felicciardi	230	Theodore Pappas
David Vu	897	Altig-Orlovic	Michael Lindsey	458	Simon Arias	David Hutchinson	221	Simon Arias
Aiman Mousa	880	David Hausman	Russell Trujillo II	456	Steven DiChiaro	Herman Fennell	214	Matthew Hogan
Ian Coates	874	Steve Friedlander	Angela Waller	451	Simon Arias	Wayne Blumling Jr	213	Jeffery Thiel
Michael Sadallah	832	Dorian Oldham	Dustin Dunlap	446	Surace-Smith	Markena Ward	205	Fred Hadayia
Christopher Grunditz	820	Laura Fisher	Bianca Williams	429	David Hausman	Adelfa Parinas	201	Altig-Orlovic
Newman Hoverd	816	Steve Friedlander	Deonna Fields	428	Tim McAdams			
Poasi Maafu	812	Steve Friedlander	Timothy Watson	419	Surace-Smith			
Brent Wilhelmi	778	Steven DiChiaro	William Russell	409	Steve Friedlander			
Antonio Evans	773	Joe Manone	Luan Hajnaj	407	Surace-Smith			
Val Aiono	764	Steve Friedlander	Daniel McQuoid	404	Steve Friedlander			
Robert Shepard	763	T J Powers	James Smolen	395	Theodore Pappas			
Eric Ebbitt	760	Simon Arias	Jennifer Strickling	394	Altig-Orlovic			
Kyle Taylor	757	Travis Moody	Tyler McBride	393	Alt-Orl-Traboulay			
Richard Johnson	741	Matthew Hogan	Mapa Vaki	386	Steve Friedlander			
Madai Price	740	Williams-Zophin	John Setu	381	Steve Friedlander			
Jesus Machado	732	Furer-Whittinghill	Khristian Wicker	379	Joseph Diecedue			
Rachel Lewis	722	Travis Moody	Matthew Raney	376	Altig-Orlovic			
London Burnett	719	Surace-Smith	Terence Turner II	369	Scott Rehberg			
Kevin Holtz	712	Surace-Smith	Kyle Wrobel	365	Surace-Smith			
Skylar Brown	712	Surace-Smith	David Miller	359	Philip Prata			
Scott Cooper	712	James Bailey	Anthony Ogletree	351	Simon Arias			
Violetta Goldman	710	Oldham-Bianchi	Philip Roffi	349	Furer-Whittinghill			
Tanya Mitchell	690	Altig-Orlovic	Lauren Coyne	341	Altig-Orlovic			
Mario Meza	655	Steven DiChiaro	Lillian Mariso	340	David Hausman			
Steven Haberman	653	Surace-Smith	Faleseu Ieremia	338	Steve Friedlander			
Kelly Finnen	651	Steve Greer	Kenneth Ludwig	336	Steven DiChiaro			
Ellahe Vaziri	643	Josh Chalom	Wilhelmina Ford	324	Williams-Zophin			
Lucan Schmidt	635	Simon Arias	Bryon Welch	322	Steve Friedlander			
Mickenzie Linse	629	Joe Manone	Michael Phillips	321	Steven DiChiaro			
Karolina Debek	619	Sabrina Lloyd	Roger Weisman	319	Oldham-Bianchi			
Andre McCalum Jr	603	Surace-Smith	Katie Shugert	318	Surace-Smith			
Kristan McConnell	600	Matthew Hogan	Kasey Williamson	317	Joe Manone			
Maurice Navarro	599	Altig-Orlovic	Jonathan Santiago	312	Laura Fisher			
Linda Jackson	596	Steve Friedlander	Patrick Lesatele	303	Steve Friedlander			
Erich Mulzet	587	Simon Arias	Jessica Dean	302	Altig-Orlovic			

CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:

SA & GA – at least two codes during the month

MGA – at least three codes during the month

SA

Name	#	SGA
Lawrence Smith	5	Steve Greer
Tyler McBride	4	Alt-Orl-Traboulay
Natasha Levandowski	3	Alt-Orl-Venekamp
Michael Lindsey	3	Simon Arias
Michael Logue	3	Simon Arias
Chin Long	3	Steve Friedlander
Travis Pickdesimer	3	Surace-Smith
Senelinah Talamaiavo	3	Steve Friedlander
Kelly Thrush	3	Steven DiChiaro
Ellahe Vaziri	3	Josh Chalom
Karla Walker	3	Mark Beckford
Pamela Altman	2	Surace-Smith
Jack Anderson	2	Furer-Whittinghill
Christina Black	2	Oldham-Bianchi
Willie Brown Jr	2	Michael LiBassi
Christopher Butcher	2	Williams-Zophin
Jennifer Clark	2	LaTonya Tucker
Christine Curran	2	Giglione-Ackerman

Name	#	SGA
Nathaniel Faber	2	Slav Bitman
Anita Ferris	2	Steve Friedlander
Deonna Fields	2	Tim McAdams
Lodean Glenn	2	Theodore Pappas
Tyler Green	2	Altig-Orlovic
Robert Grills	2	Tim McAdams
Leonor Guerrero	2	Cisco Perez
Deane Guldán	2	Curtis Moreland
Clayton Herron	2	Steve Greer
Melanie Hutchison	2	Matthew Hogan
Kyle Kaiser	2	Jeffery Thiel
Elaine Kulawiak	2	Oldham-Bianchi
Kenneth Ludwig	2	Steven DiChiaro
Chris Lussier	2	Steven DiChiaro
Ryan Marshall	2	Steve Friedlander
Andre McCallum Jr	2	Surace-Smith
Erich Mulzet	2	Simon Arias
Marco Omiagbo-Philips	2	James Bailey

Name	#	SGA
Adelfa Parinas	2	Altig-Orlovic
Fehia Petelo	2	Steve Friedlander
Jesse Remby	2	Simon Arias
Philip Roffi	2	Furer-Whittinghill
Eugene Ruckle III	2	Altig-Orlovic
Kelepi Salusalu	2	Steve Friedlander
Rafael Spratling	2	Matt Henderson
Kyle Taylor	2	Travis Moody
Ransey Vazquez	2	Bob Olson
Amanda Voelz	2	Samuel LaSala
Ronald Wellman	2	Altig-Orlovic-Lysec
Dainelle Whitman	2	Philip Prata
Brent Wilhelmi	2	Steven DiChiaro
Brian Wilson	2	Michael LiBassi
Ran Yi	2	Imran Satti
William Zulauf	2	T J Powers

GA

Name	#	SGA
Richard Henry	6	Alex Roland
Rachel Bryson	5	Simon Arias
Seiloni Filimochala	5	Steve Friedlander
James Keefer	5	Simon Arias
Daniel Mastropolo	5	Slav Bitman
Nasr Quadri	5	Theodore Pappas
Christine Weatherspoon	5	Mark Beckford
Mark Wyner	5	Sabrina Lloyd
Jude Bordeaux Jr	4	LaTonya Tucker
Karolina Debek	4	Sabrina Lloyd
Alexander Dorey	4	Imran Satti
Elias Hazen	4	Surace-Smith
Angel Sanchez	4	Scott Sonnenberg
Lucan Schmidt	4	Simon Arias
Thomas Yarbrough	4	Oldham-Bianchi
James Aalders	3	Imran Satti
Wayne Blumling Jr	3	Jeffery Thiel
James Buller	3	Joseph Diecedue
London Burnett	3	Surace-Smith
Dennis Conwell	3	Robert Shafer
Scott Cooper	3	James Bailey
Lauren Coyne	3	Altig-Orlovic
Andrew Dailey	3	Oldham-Bianchi
Amosa Faamanu	3	Steve Friedlander
David Garbarskiy	3	Theodore Pappas

Name	#	SGA
Courtney Griffith	3	Mark Hancock
DeAnthony Hartman	3	Paul Rumbue
Ariana Jones	3	Theodore Pappas
Michael Jones	3	T J Powers
Kateen Morris	3	Mark Hancock
Nicholas Patterson	3	Theodore Pappas
Michael Phillips	3	Steven DiChiaro
Donna Tremaine	3	Steve Friedlander
Mapa Vaki	3	Steve Friedlander
Seande Vinson	3	LaTonya Tucker
Philip Walters	3	Travis Moody
Brent Arbour	2	Cisco Perez
Rajeev Arora	2	Josh Chalom
Clarence Boykins	2	Jeffery Thiel
Maureen Brunet-Forchilli	2	Oldham-Bianchi
Peter Chung	2	Jatoft-Foti
Juan J de la Cruz	2	Desi Dimitrova
Ashley Deleveleuse	2	Philip Prata
Dustin Dunlap	2	Surace-Smith
Herman Fennell	2	Matthew Hogan
Larry Finch	2	Matthew Hogan
Karen Gagarin	2	Jatoft-Foti
Bradley Gray	2	Imran Satti
Christopher Grunditz	2	Laura Fisher
Luan Hajnaj	2	Surace-Smith

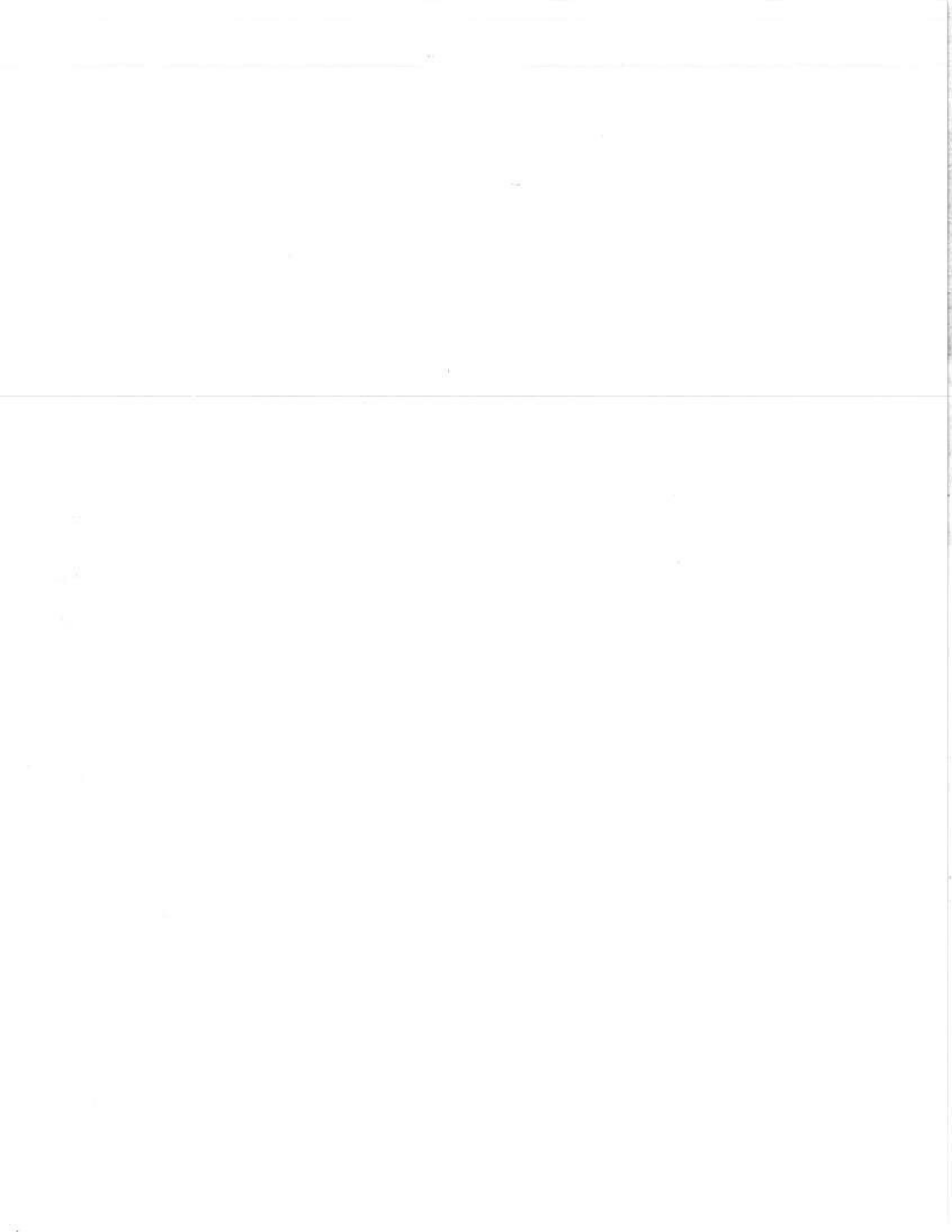
Name	#	SGA
Glyn Hurst	2	Matt Henderson
Samy Jacques	2	Williams-Zophin
Nicole Johnson	2	Surace-Smith
Richard Johnson	2	Matthew Hogan
Kody Karhliker	2	Jeremy Harbin
Mickenzie Linse	2	Joe Manone
Charles McMáin	2	T J Powers
Roger Neal	2	Travis Moody
Andrea Nichols	2	Oldham-Bianchi
Sosefo Petelo	2	Steve Friedlander
Norman Roy	2	Matt Henderson
Cecilia San Diego-Tomas	2	Jatoft-Foti
Jessica Santamarina	2	Matthew Hogan
John Setu	2	Steve Friedlander
Robert Shepard	2	T J Powers
Tim Smith	2	Jeffery Thiel
Domonique Taylor	2	Slav Bitman
Steven Truver	2	Simon Arias
Emmanuel Villasenor	2	Chris Hernandez
Kirk Waters	2	Slav Bitman
Roger Weisman	2	Oldham-Bianchi
Hannah Welfling	2	Simon Arias
Beth Wiese	2	Eric Neal
Konnor Wyly	2	Joseph Diecedue

CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
 SA & GA – at least two codes during the month
 MGA – at least three codes during the month

MGA

Name	#	SGA	Name	#	SGA	Name	#	SGA
Brett Gryska	14	Oldham-Bianchi	Mathew Mealey	4	Travis Moody	Humberto Quintero	3	Matt Henderson
Thomas A Vena	11	Simon Arias	Levar Morgan	4	Theodore Pappas	Doreen Ryan-Foti	3	Jatoft-Foti
Casey Kunash	8	Simon Arias	George Noujaim	4	Philip Prata	Jamie Solis	3	Matt Henderson
Simon Rolland	8	Steve Friedlander	Kevin Rendon	4	Steven DiChiaro	Jarred Sykes	3	Eric Neal
Darron Hacker	8	Surace-Smith	Kimberly Riley	4	Tim McAdams	Matthew Turnquist	3	Steven DiChiaro
Andrew Aaron	7	Altig-Orlovic	Justin Sally	4	Williams-Zophin	Nicolas Ullmann	3	Giglione-Ackerman
Jason Bratin	7	Theodore Pappas	Tasha Tucker	4	LaTonya Tucker	Victor Vicario	3	T J Powers
Christopher Jordan	7	Mark Hancock	Michael Williams	4	Matt Henderson	Jessica Wilhite	3	Matthew Hogan
Taina Lameko	7	Steve Friedlander	Matthew Willrodt	4	Alt-Orl-Venekamp			
Daniel Valenzuela	7	Curtis Moreland	Haoyu Xu	4	Imran Satti			
Ala Awad	6	Alex Roland	Andres Sylva	4	Williams-Zophin			
Ryan Bisanz	6	Alt-Orl-Traboulay	Noel Ables	3	Altig-Orlovic			
Mark Corkrean	6	Steve Greer	James Allen	3	Travis Moody			
Mack Doby	6	Joseph Diecedue	Kevin Appasamy	3	Altig-Orlovic			
Caleb Douce	6	Jeffery Thiel	Marino Baca	3	Chris Hernandez			
Ryan Neel	6	T J Powers	Daniel Bauer	3	Simon Arias			
Richard Nicholson	6	Jeremy Harbin	Christopher Chovanec	3	Steve Greer			
Matt Pflueger	6	Tiffany Roland	Michael Clemente	3	Simon Arias			
Heather Rowell	6	Tim McAdams	Samuel Cohen	3	Fred Hadayia			
Craig Strompf	6	Furer-Whittinghill	Steven Cox	3	Steve Friedlander			
Rodney Ward	6	Paul Rumbuc	Kellen Cuttance	3	Slav Bitman			
Nichole Turner	6	LaTonya Tucker	Scott Davis	3	Simon Arias			
Patrick Bendure	5	Surace-Smith	Volodymyr Derevyanyy	3	Altig-Orlovic			
Dorian Brown	5	Matt Henderson	Dustin-Dunbar	3	Alt-Orl-Venekamp			
Norman Candalore	5	Jeffery Thiel	Leslie Ellis	3	Bob Olson			
Samantha Chui	5	Matthew Hogan	Mark Glazer	3	Theodore Pappas			
Ryan Hall	5	Laura Fisher	Joshua Goodman	3	Steven DiChiaro			
Mathew Hart	5	Surace-Smith	Bret Green	3	Altig-Orlovic			
Alex Hernandez	5	Desi Dimitrova	Maria Greene	3	Jatoft-Foti			
Robert Kanaan	5	Imran Satti	Tracy Haden	3	Steve Greer			
Jason Lassic	5	Cunningham-Weatherspoon	Rita Haidinger	3	Joe Manone			
Charles Mickens	5	Matthew Hogan	Scott Hanna	3	Williams-Zophin			
Matthew Parks	5	Surace-Smith	Stephen Hill	3	Steve Friedlander			
Byron Paz	5	Josh Chalom	Evan Holzauer	3	Giglione-Ackerman			
Syed Quadri	5	Theodore Pappas	Kevin Ishikane	3	Altig-Orlovic			
Raymond Risucci	5	Dorian Oldham	Darrell Jones	3	Giglione-Ackerman			
Javier Sandoval	5	Steven DiChiaro	Stephen Jubrey	3	Oldham-Bianchi			
Darcy Schrieber	5	Paul Rumbuc	Timothy Kieran	3	Laura Fisher			
Bob Wingate	5	Slav Bitman	Kasali Kotun	3	Williams-Zophin			
Cherie Adams	4	Bob Olson	Mark Kukielski	3	Eric Neal			
Juan Cardona	4	Chris Hernandez	Garret Kun	3	Fred Hadayia			
Matthew Diulus	4	Simon Arias	Lorenzo Lameko	3	Steve Friedlander			
Ben Halali	4	Jatoft-Foti	Michael Laramie	3	Steve Greer			
Daniel Hartwig	4	Surace-Smith	Colin Lyse	3	Altig-Orlovic-Lyse			
Hal Herman	4	Oldham-Bianchi	Michael McIntosh	3	Imran Satti			
Frederick Hyde Jr	4	Giglione-Ackerman	Ryan McIntosh	3	Altig-Orlovic			
Henry Ingraham	4	Williams-Zophin	Darren Miller	3	Joe Manone			
Joshua Jackson	4	Joseph Diecedue	Myron Montano	3	Curtis Moreland			
Danielle Jankowski	4	Michael LiBassi	Andrew Queen	3	Alt-Orl-Traboulay			



Leadership Bonus

Total: \$1,040,758

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$30,632	Darren Miller	\$5,490	Marcus Howard	\$2,214	Alfred Taren	\$1,227	Jake Yagjian	\$678
Ernesto Magat	27,269	Sharif Grays	5,333	Jessica Wilhite	2,211	Travis Picklesimer	1,226	Larry Finch	673
Jason Bratin	26,589	Justin Sally	5,285	Sarai Castanon	2,192	Johna Ryan	1,224	Mark Danner	665
Matthew Parks	25,818	Jason Adamo	5,007	Matthew Conrad	2,192	Zachary Santino	1,170	Michael Jones	663
Patrick Bendure	24,977	Mack Doby	4,957	William Parmeter	2,187	Mark Wyner	1,138	Fehia Petelo	659
Haoyu Xu	22,944	Yvonne Zarathustra	4,832	Bobby Szwaja	2,139	Karen McQuoid	1,134	Kyle Klipp	654
Taina Lameko	22,807	Evan Holzauer	4,816	Andrew Aaron	2,122	Erna Gasanin	1,113	Daniel Toshner	650
Simon Rolland	19,437	Kathryn Chaisson	4,750	Doreen Ryan-Foti	2,009	Humberto Quintero	1,098	Christina Black	645
Samuel Cohen	18,944	Kiet Truong	4,732	Michael Williams	1,982	Baylee Burrows	1,087	Vatapuia Vavau	640
Serah James	18,276	Derron Alexander	4,701	Sione Aholoka	1,981	Michael Logue	1,053	Brenton Betts	614
Brett Gryaska	17,669	Joshua Jackson	4,499	Dustin Dunlap	1,977	Eric LaBossiere	1,050	Norman Roy	614
Gil Legarte	17,511	Matt Pflueger	4,324	Kellen Cuttance	1,970	Ronald Rennich	1,048	Michael Sadallah	613
Matthew Diulus	17,226	Mathew Mealey	4,311	Richard Henry	1,955	Luciana Mosca	1,046	Scott Davison	612
Stephen Hill	16,143	Ryan Vopat	4,258	Elias Hazen	1,879	Troy Plummer	1,042	Erik Boyd	611
Michael Vasu	15,712	Ofa Tupouniua	4,213	Rachel Bryson	1,843	Matthew Ficarra	1,034	Bob Wingate	608
Justin Adams	13,672	Michael McIntosh	3,996	Alex Hernandez	1,834	John Setu	1,025	William Pruitt	604
Levar Morgan	13,575	Carlo Bonifazi	3,960	Alexandra Graham	1,827	Steven Haberman	1,024	Amosa Faamanu	587
Richard Correa	13,442	Scott Davis	3,909	Seiloni Filimoehala	1,825	Anaise Moonia	1,017	Aaron Booth	584
Matthew Turnquist	13,172	Tracy Haden	3,747	Zachary Hart	1,807	Mapa Vaki	977	David Rockway	581
Thomas Vena	12,958	Byron Paz	3,741	Daniel Bauer	1,787	Karolina Debek	963	Timothy Velky	580
Hal Herman	12,390	Jamie Solis	3,735	Richard Lyddon	1,787	Dmitriy Kagan	946	Rafael Spratling	566
Darron Hacker	11,710	Mark Glazer	3,618	Donna Tremaine	1,782	Konnor Wyly	942	Timothy Clark	556
Daniel Orr	11,584	Lorenzo Lameko	3,477	Thomas Yarbrough	1,740	Shahab Mahdavinjad	931	Vaufiao Robertson	554
Stephen Jubrey	11,125	Lucky Faaitiiti	3,418	Nicholas Patterson	1,721	Samy Jacques	923	Marcus Richardson	546
Juan Cardona	10,792	Marisa Willgruber	3,355	Bryon Welch	1,698	Jonathan Santiago	911	Richard Barbour	541
Robert Kanaan	10,682	Steven King	3,317	Matthew Willrodt	1,690	Brent Arbour	907	Evan Wicklund	537
Steven Cox	9,425	John Serrano	3,312	Andrea Nichols	1,664	Rovie Vanhtha	905	Lucan Schmidt	527
Javier Sandoval	9,377	Charles Mickens	3,277	Ran Yi	1,658	Rita Haidinger	902	Kathryn Newman	523
William Smith	9,164	Timothy Matteson	3,232	Noel Ables	1,636	Andrew McQuade	892	Lleison Martinez	523
Ala Awad	9,006	Cara DeFiore	3,206	Caleb Douce	1,630	Matthew Girard	886	Karl White	520
Sara Welch	8,684	Syed Quadri	3,150	Andrew Dailey	1,610	James Keefer	885	Meneluo Perakis	519
James Allen	8,592	Ryan O'Malley	3,096	Cherie Adams	1,577	Mark Gorman	882	Gregory VanSuch	509
Theresa Setefano	8,486	Fritznel Octave	3,075	Timothy Kieran	1,549	Linda Jackson	843	Erik Hulick	508
Michael Romeo	7,902	Bobby Gujral	3,052	Val Aiono	1,543	Ryan Bisanz	836	Kyle Wrobel	501
Raymond Risucci	7,868	Dorian Brown	2,950	Francisco Zarathustra	1,528	Keith Spivey	834	Rocco Zagari	493
Karen Gagarin	7,768	Ariana Jones	2,897	Samantha Chui	1,512	Michael Burningham	832	James Buller	488
Casey Kunash	7,640	Ryan Stenglein	2,751	Michael Laramie	1,509	David Garbarskiy	819	Christopher Jordan	488
Daniel Hartwig	7,076	Kenneth Greer	2,747	Jesse Remby	1,504	Viliamu Pula	818	Nicholas Collins	485
Kraig Jilge	7,065	Sita Pereira	2,698	Denise Kendall	1,495	Puna Pua	808	Juan de la Cruz	483
Maria Greene	6,869	Danielle Jankowski	2,679	Erik Graham	1,467	Allen Nelson	793	James Raymond	481
Cecilia San Diego-Tomas	6,812	Jesse Lawson	2,526	Zbigniew Stankiewicz	1,444	Violetta Goldman	786	Robert Shepard	478
Joshua Olin	6,763	Senelinah Talamaivao	2,504	Ofa Siasau	1,439	Christine Moulton	782	Ruben Fuentes	473
Mark Corkrean	6,622	Alexander Dorey	2,485	Lesina Ah Sue	1,436	Kevin Rendon	750	Chris Lussier	466
Ryan Hall	6,522	Mike Hudnall	2,482	Michael Clemente	1,429	Tone Munro	739	Kelly Finnen	462
Brian Welsh	6,384	Volodymyr Derevyanyy	2,436	Daven Hermosura	1,419	Frederick Hyde	733	Steven Ross	457
Atta Saleh	6,348	Jeremie Dupuis	2,420	Barry Dillah	1,384	Tiffany Madsen	731	Hans Wikle	455
Natalie Wagner	6,131	George Noujaim	2,409	Peter Chung	1,373	Jack Keiderling	719	David Vu	449
Marino Baca	6,122	Joshua Goodman	2,346	Kevin Holtz	1,312	Dwayne Cameron	719	Carl Smith	441
Mathew Hart	5,861	Tim Schroeder	2,282	Christopher Chovanec	1,292	Alexander Daskalakis	715	Ian Coates	437
Henry Ingraham	5,774	David Wang	2,247	Steven Rotherforth	1,269	Emmanuel Villasenor	697	Angela Waller	431
Garret Kun	5,619	Nasr Quadri	2,237	Bradley Gray	1,268	Antonio Monica	694	Aaron Parks	428
Darcy Schriber	5,497	Norman Sellen	2,229	Marko Jankovic	1,244	Leslie Ellis	681	Adeyemi Akinade	426

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Luan Hajnaj	\$424	Jeffrey Maher	\$346	Kristan McConnell	\$300	Nicolas Ullmann	\$261	Glyn Hurst	\$228
Preeti Sahgal	420	Tanya Mitchell	345	Maurice Navarro	300	Catherine Minor	260	David Nham	228
Madai Price	414	Alejandro Soto	343	Bianca Williams	299	Dustin Edgell	254	Russell Trujillo	228
Poasi Maafu	406	Amr Shater	336	Erich Mulzet	294	Joshua Champneys	252	Robert Chun	225
Justin Chaffee	402	Michael Phillips	336	Harry Kochi	290	Randall Cook	249	Roger Weisman	222
Philip Walters	389	Christopher Grunditz	335	Lora Beronja	287	Luay Ghawi	247	Elisha Konieczka	222
Marco Aguilar	387	Lynn Parker	334	Dustin Dunbar	286	Joseph Falzone	246	Timothy Watson	221
Antonio Evans	387	Chance Clauss	332	Kirk Waters	285	Nicole Johnson	243	Michael Copeland	217
Siupeli Tuitupou	386	Kyle Johnson	329	Magda Figueiredo	285	Dainelle Whitman	240	Cameron MacCall	214
Eric Ebbitt	380	Mario Meza	327	Gary Bell	280	Eric Trautloff	240	Deonna Fields	214
Kyle Taylor	378	Ellahe Vaziri	322	Mark Kukielski	274	Brandon Cooley	239	Henry Briggs	214
Randolph Souliers	368	Holly Cook	321	Ron Pavon	270	Steven Truver	238	Emil Mohareb	212
Andrew Helgeson	368	Loretta Ekeroma	320	Debra Hunter	268	Anthony Cruz	237	Norman Candeflore	205
Jesus Machado	366	Sosefo Petelo	317	Brandon McCrea	268	Natasha Levandowski	236	Curt Snow	205
Rachel Lewis	361	Corey Neff	316	Prentiss Parker	268	Newman Hoverd	234	William Russell	204
Breanna Newkirk	360	Roger Neal	316	Joshua Fritz	267	Dewey Lewis	233	Daniel Valenzuela	204
John Sparby	357	Mickenzie Linse	314	John Ophals	266	Terence Turner	231	Clovis Chan	203
Scott Cooper	356	Cody Terrell	307	Roger Fung	265	Jenna Timmerman	231		
Aiman Mousa	354	Brent Wilhelmi	306	Jack Anderson	264	Angel Arista	229		
Skylar Brown	348	Andre McCallum	301	Domonique Taylor	262	Michael Lindsey	229		

Reinstatement Bonus

Total: \$45,470

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$5,278	Ronald Rivera	\$646	Deondrae Brown	\$369	Kimberly Riley	\$289	Heidy Morataya	\$245
Lisa Sanders	2,389	Alison King	598	Karl White	357	Neal Mueller	279	Joseph Cassillo	241
David Higa	1,240	Steven Lucero	591	Cody Terrell	351	Anna Senra	278	Mitchell Look	238
Patrick Parisi	1,234	Frank Kolligian	512	Michael Collins	337	Olga Tsymbal	275	Rigoberto Pedroza	237
Bradley Weigand	1,114	Michael Manosca	502	Svetlana Belkina	334	Christian Napiza	272	Tenna Lewis-Torraca	234
Nicole Bailey	1,070	Lily Tchen	479	Ellahe Vaziri	327	Mark Corkrean	270	Richard Bloom	233
Harold Cantillo	1,029	David Miller	470	Preeti Sahgal	324	Josh Bloomquist	269	Johna Ryan	228
Lance Martin	981	John Buleeza	468	Nabil Spahi	322	David Garbarskiy	268	Terrence Asuncion	224
Daniel Potilechio	923	Clayton Herron	448	Anthony Leggett	312	Daphne Gathers	266	Carlo Bonifazi	224
Richard Walus	918	Aghayni Nazarian	433	Jonathan Santiago	302	Kirk Waters	266	Danielle Swehla	214
Lisa Hensel	884	Kirk Kennedy	429	Bernard Treider	297	Alan Weissen	262	Rebecca Najlis	209
Ashle Delevielease	864	Israel Wizenfeld	425	James Larkin	295	Richard Nypower	261	Anthony Anderson	207
Lina Namu	823	Kenneth Schram	392	Ryan Tucker	290	Julie Wells	260		
Elizabeth VanDugteren	747	Lorena Barriere	370	Erez Shabtay	289	Maryna Danielian	257		

World's Greatest Bonus

Total: \$1,380,929

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$11,472	Mark Bleier	\$2,677	Joseph Crain	\$2,140	Jean-Francois Diotte	\$1,809	Felix Domingo	\$1,584
Tone Munro	9,066	Aiman Mousa	2,643	Yan Liang	2,130	Catherine Minor	1,803	Kirk Kennedy	1,583
Kristy Nguyen	7,946	Bernadette Casciato	2,638	Stephen Jeung	2,121	Melissa Losk	1,801	Luis Garibay	1,572
Al-Karim Walji	7,771	Nicholas Walsh	2,618	Timothy Matteson	2,115	Yolanda Amest	1,798	Rafael Spratling	1,569
Ryan Kendl	7,453	Mary Maida Fujii	2,598	Connie Reichard	2,114	Atta Saleh	1,798	David Miller	1,561
Erez Shabtay	7,259	Ronald Rivera	2,581	Ryan Fickert	2,107	Jose Carvajal	1,784	Thomas Feliciardi	1,556
Viet Chung	5,544	Carla Miller	2,578	Kyle Wrobel	2,104	Sara Gioia	1,783	Loren Martinez	1,548
Amir Sedaghat	5,134	James Miller	2,568	AhmadAbdollahzadeh-Parsa	2,098	Dwayne Cameron	1,780	David Higa	1,545
Terrence Asuncion	4,880	Michael Parcon	2,541	Qiong Liang	2,095	Melissa Wartman	1,773	Joseph Geer	1,543
Maria Rocha	4,867	David Ramirez	2,513	Amanda Beyersdorff	2,076	Thelma Lambert	1,771	Nicholo Arceo	1,538
Amy Shui	4,731	Michael van Delft	2,498	Trevor Bailey	2,065	Ruben Santillana	1,765	Jennifer Leighton	1,538
Rebecca Najlis	4,644	Richard Luzaich	2,480	Dominique Bertoncini	2,062	Beau Springer	1,762	Elaine Kulawiak	1,536
Fritznel Octave	4,403	Bernard Oliphant	2,460	Avshalom Wolfshout	2,060	Meakie Grice	1,761	Armound Khodaverdi	1,535
Laura Bernardino	4,187	Roghie Hassan Loo	2,453	Benjamin Luca	2,059	Roxanna Bernal	1,755	Wendy Ornelas	1,534
Samson Adelufosi	4,132	Casey Sperzel	2,450	Jesse Wise	2,052	Chen Mordechai	1,741	Richard Henry	1,531
Bruce Tan	4,095	Ross Ewen	2,435	David Livingston	2,039	Krista Thieme	1,732	Niurka de Armas-Duran	1,528
David Tubbin	4,077	Beverly Berghthold	2,434	Jennifer Wehrle	2,035	Pelenaise Makau	1,728	Travis Picklesimer	1,528
Alex Gonzales	4,059	Christian Napiza	2,373	Francois Telfort	2,025	Ha Nguyen	1,724	Markena Ward	1,526
Mark Neilson	4,054	Eugene Kashkin	2,367	Amr Shater	2,024	Bridgette Scrivani	1,723	Meleane Vaka	1,525
Mauselie Dor	4,000	Lawrence Hauck	2,366	Christina Nunez	2,015	Hector DelToro	1,715	Jason Duty	1,520
Israel Wizenfeld	3,935	Maria Ramirez	2,362	Gary Smith	2,012	Mario Andres Chavez	1,711	Ray White	1,517
Katie Massart	3,865	Scott Davis	2,357	Geetangali Mahabir	2,012	Ofa Pistor	1,707	Ryan Reausaw	1,512
Samantha Chui	3,727	Thomas Meyer	2,356	Jonathan Tomko	1,998	Barbara Stillwell	1,702	Carl Smith	1,510
Michal Majewski	3,692	Chris Lussier	2,339	Steve Marker	1,986	Jeffory Churchfield	1,698	Luciana Mosca	1,501
Lily Tchen	3,675	Tatjana Tikhonov	2,333	Ala Awad	1,975	Melanie Hutchison	1,694	Chad Goubert	1,499
Ny Sorn	3,622	Brenton Betts	2,331	Joshua Champneys	1,965	Corey Lavigne	1,689	Irma Hayes	1,499
Omar Hashimi	3,615	Cameron Cimino	2,314	Matthew Gabler	1,963	Sally Wilson	1,688	Alisha Armand	1,497
Sarah Smith	3,613	Graeme Orr	2,308	Harold Cantillo	1,955	Christina Guerrero	1,683	Kayla Chavez	1,494
Ihona Patterson	3,506	Daniel Bernard	2,297	Gustavo Strange	1,947	Jong Song	1,678	Edward Atkinson	1,493
Daniel Posner	3,498	Sandra Linse	2,293	Michael Schumacher	1,942	Samuel Florent	1,675	Jason South	1,489
Samvel Tigranyan	3,465	Michael Brooks	2,289	Robert Biser	1,942	Richard Carter	1,671	Kilisitina Otunuku	1,488
Johna Ryan	3,464	William Webb	2,284	DeAnthony Hartman	1,913	George Nglam	1,667	Timothy Clark	1,482
Max Quasem	3,357	Vijay Khobchandani	2,277	Milena Arceo	1,908	Felicia Price	1,665	Ryan Saridakis	1,481
David Jackson	3,336	Jose Harb	2,257	Va Moua	1,905	Jamie Solis	1,660	John Tepuke	1,479
Andrew Caviechi	3,325	Kelly McDonald	2,254	Jun Ma	1,901	Victor Vicario	1,658	Jason Wilk	1,477
Bruce Viaje	3,275	Kelly Hassert	2,247	Robert Cline	1,901	Cherri Xie	1,654	Odilia Goulart	1,475
Sebastian Kazek	3,274	Lesina Ah Sue	2,245	Kirk Waters	1,896	Naomi Petelo	1,635	Scott Florin	1,468
Matthew Girard	3,107	Robert Ulreich	2,244	Kevin Haines	1,885	Matthew Foster	1,629	Scott Cooper	1,468
David Fung	3,098	Omarh Torio	2,244	Matthew Cosic	1,872	Beverly Smith	1,627	Sharmila Lapana	1,459
Raymon Reynolds	3,077	Daniel Marshall	2,239	Shahnaz Toloui	1,871	Albert Sanducci	1,623	Maina Falanaipupu	1,459
Tibor Simon	3,045	Matthew Hodge	2,239	Poasi Maafu	1,866	Andrew Sunkin	1,619	Andrew Morton	1,458
Mark Akler	3,003	Scott Remyey	2,227	Kevin Galloway	1,860	Danielle Cardello	1,616	Darrell Benjamin	1,457
Patricia Weaver	2,973	Francine Langley	2,216	Daisy Kwong	1,855	Ian Coates	1,612	Rita Charles	1,456
Bryon Welch	2,973	Daniel Johnson	2,212	David Joh	1,849	Puna Pua	1,612	Joey Sales	1,455
Evelyn Nkwenti	2,972	Timothy Cruise	2,208	Robert Stiles	1,843	Jared Cleckner	1,610	Michael Sanders	1,454
Emilexis Medina	2,944	Richard Lyddon	2,189	Calvanetta Franklin	1,842	Steven Stensrud	1,609	Christine Augustus	1,453
Dustin Surace	2,928	Bryant Hendley	2,189	John Leota	1,831	Joel Burdier	1,608	Joseph Hedborn	1,451
Kristian Brennan	2,886	Joey Kennedy	2,171	Matthew Marchitto	1,828	Christopher Kennedy	1,605	Rachel Bryson	1,449
Sean Wampler	2,760	Maria Duarte	2,168	Hamlet Cardenas	1,826	Mike Bray	1,597	Billy Northington	1,444
Janice Moseychuck	2,748	Phillip Roffi	2,168	Adam Kahn	1,823	Vladimir Flores-Cruz	1,591	Sarit Cohen	1,443
Chad Davis	2,747	Lynn Doolittle	2,164	Amy Bussanmas	1,822	Peter Kaplanis	1,589	Millie Lia	1,443
Allen Nelson	2,687	Kelly Ryan	2,160	Joseph Cassillo	1,821	Chad Panzer	1,586	Matthew Conrad	1,439

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Paul Eaton	\$1,433	Brian Kuznesoff	\$1,295	Olga Tsymbal	\$1,125	Matthew Miller	\$1,032	Ramon Rios	\$956
Diego Madrid	1,432	Donna Tremaine	1,293	LaLitha Janardhanan	1,125	Jeremy Brill	1,029	Nikki Crosby	956
Christopher Buonanni	1,431	Amber LeMasters	1,290	Aaron McLean	1,124	Jonathan MacLennan	1,029	Carmelle Crellin	955
Alexander Keats	1,430	Jessica Santamarina	1,287	Jennifer Sullivan	1,122	Daniel Umbertone	1,026	Kathryn Tracy	953
Julie Wells	1,424	Jennifer Gray	1,285	Brian Welsh	1,122	David Garbarskiy	1,025	Faleseu Ieremia	952
Kelepi Salusalu	1,423	Bobby Szwaja	1,285	William Pettengill	1,120	Heather Hewitt	1,024	David Pena	951
Mavrick Fredericks	1,422	Robert Drake	1,283	Sandy Riley	1,118	Staci Meckler	1,023	Andrew Wright	949
Michael Logue	1,420	Daniel Pally	1,283	Natain Stam	1,116	Ted Lines	1,022	Steven Edgell	948
Keith Litterst	1,418	Viliamu Pula	1,273	Tania Rasmussen	1,114	Tupou Tapueluelu	1,019	Chantal Levy	948
Daniel Potilechio	1,416	Ali Zaidi	1,273	Rebecca Birdwell	1,110	Janine Rubinoff	1,017	Mark Bushor	947
Robert Simmen	1,400	Kettia Pierre	1,265	Travis Dean	1,109	Daniel Noll	1,016	Tricia Knapp	946
Oscar Flores-Najarro	1,399	Denise Kendall	1,256	Leah Field	1,108	Kenneth Ludwig	1,015	Isaac Harrison	946
Kyle Johnson	1,399	Diane Carrion	1,252	Michael Polakowski	1,106	David Harriger	1,015	Jesse Spencer	942
Kalle Convery	1,398	Osaia Vaka	1,251	Eric Thompson	1,105	Alexandra Graham	1,015	Levi Stearns	941
Ryan McCarthy	1,394	Chelsie Taylor	1,251	Rob Speers	1,104	Djenabou Diallo	1,014	Julian Brown	939
Rashaan Elam	1,393	Casey Quinn	1,236	Heather Leckrone	1,103	Kevin Ishikane	1,014	Kelvin Sherrod	939
Wilhelmina Ford	1,391	Tamara Davis	1,235	Zachary Suarez	1,102	Sean Conway	1,011	Eric Ebbitt	939
Ivana Ofakinciafu	1,380	Denise Berrios	1,233	Eric Albrecht	1,101	Dustin Klingebiel	1,011	Peng Zhou	937
Elyse Koven	1,378	Helen Taylor	1,225	Andrew Jaycox	1,101	Gregory VanSuch	1,011	Sokol Fazliu	936
Liliya Hrabar	1,377	Benjamin Omega	1,222	Matt Flores	1,100	Carly Ferraro	1,010	Brian Sundberg	935
Ryan Smith	1,375	William Zulauf	1,221	Stephen Snyder	1,099	Jeff Schuler	1,009	Donna Trotta	933
Stephen Creaghan	1,373	Roger Weisman	1,215	Skylar Brown	1,097	Joanna Nice	1,008	Alan Rosen	933
Ritia Tokahere	1,369	Brian Morse	1,214	Joshua Fosnight	1,093	Curt Snow	1,007	Ryan Doughty	933
Talalei Tanielu	1,362	Mongo Edwards	1,214	Duane Robertson	1,093	James Smolen	1,007	Michael Perkins	933
Phillip Rigoli	1,356	Ashley Wenning	1,214	Luke Urlacher	1,091	Pelagio Silva	1,006	Nicholas Moore	932
Johanna Bilbes	1,355	Sione Lolohea	1,214	Seth Holmberg	1,091	Jose Lopes	1,004	Newman Hoverd	932
Nicole Johnson	1,354	Michael Woo	1,210	Jose Rubio	1,091	Thomas Weber	1,000	Angel Sanchez	928
Daniel Bauer	1,350	Jon Cavanaugh	1,209	Kira Stukes	1,084	Ryan Wilson	999	Nathan Thompson	928
Lora Beronja	1,350	Michael Sweet	1,207	Debra Hunter	1,081	Seema Soin	998	Candice Beadle	927
David Vu	1,348	Scott Patterson	1,206	David Watkins	1,079	Akata Tongotea	996	Dwelyn Smith	926
Brenda Howell	1,347	Kevin Colyer	1,203	Benjamin Gowler	1,078	Tiare Hubbard	996	Tyler Dean	925
Sandra Lonon	1,346	Doris Aguilar	1,202	Prentiss Parker	1,076	Faatasiga Ulugia	995	Michael Burningham	923
Marion Polk	1,345	Diedre Sandbrook	1,202	Jesse Remby	1,074	Leana Lotima	995	Eric Hidy	921
Teatawhai Taua	1,344	Crystal Reeves	1,190	Holly Cook	1,072	Angelic Malolot	992	Mark Massey	920
Kelvin Ashmead	1,341	Ricardo Garavito	1,183	Gursandeep Boparai	1,071	Dan Nebraski	986	Andrea Barenholtz	919
Steven Haberman	1,340	Jovannah Aguirre	1,182	Andrew McQuade	1,070	Gary Wilson	986	Emily Matheney	917
James Franklin	1,338	Mele Lemeki	1,178	Karen McQuoid	1,069	Gregory Hayman	985	Marc Salvaggi	913
Gregory Wisnyai	1,337	Brian Hutchings	1,178	Jarvis Lawson	1,067	Justin Germany	985	Valerie Cormier	913
Ransley Vazquez	1,334	Toula Athanasopoulos	1,170	James Lopez	1,065	Patricia White	984	Matthew Barrion	911
Steven Williams	1,332	Matthew Wilford	1,167	Daxa Patel	1,060	Christopher McFoy	983	Thomas Tulowiecki	910
Tyler Endicott	1,329	Tevita Tupouniua	1,167	Evan Wicklund	1,054	Tameka Bobbitt	980	Josh Bloomquist	910
John Farley	1,327	Ryan Hernandez	1,166	Michael Paczkowski	1,051	Joseph McCracken	977	Tedrick Green	908
Deborah Stramaglio	1,322	Christopher Madsen	1,166	Bradley Kampmeier	1,048	Brent Penno	977	Jack Keiderling	905
Stephon Harris	1,321	Johnathan Rekieta	1,163	Leleai Vaivai	1,047	Hector Arenas	975	Jennifer Kinder	902
Jim Berry	1,320	Jeff Spanaus	1,160	George Jweid	1,044	Gordon Mayfield	974	Rasool Mutawakkil	901
Willie Hayden	1,320	Emily Yorgey	1,160	Mickenzie Linse	1,044	Jodi Bohdal	973	Jenny McCauley	900
Marvin Chalwe	1,317	James Boden	1,159	Jason Lafayette	1,043	Justin Oldham	970	Dorothy Palmer	898
Ricardo Quick	1,316	Timothy Conklin	1,158	Victor Rodos	1,042	Vu Nguyen	968	Crystal Lynch	898
Ma Bernadas	1,313	Vatapuia Vavau	1,157	Jerrold Milne	1,042	Dulce Jimenez	968	Horace Johnson	898
Stephanie Novel	1,313	Jesse Martin	1,156	Michael Gapastione	1,041	Michael Forest	965	Lisa Kahan	897
Teresa Salgado	1,312	Amanda Zophin	1,154	Lydia Lozano	1,038	Anita Knight	964	Marion Magat	897
Maijargal Sukhbaatar	1,307	Ayana Goode	1,151	John Holstein	1,038	Ho Tran	964	Brandon Owens	897
Megan Miyesa	1,307	Shahab Mahdavinejad	1,142	Phillip Kogel	1,038	David Guzman	964	Wendy Willrodt	895
Maureen Mucthison	1,304	Ronette Griffin	1,129	Brian Jerome	1,037	Hannah Welfling	961	Leslie Coward	895
Ryan Gregg	1,300	Baylee Burrows	1,127	Mapa Vaki	1,035	Sunia Pettitt	961	Ed Olfert	895
Zachary Long	1,296	Amy Buskas	1,127	Natalie Soboleva	1,034	Linda Byas	957	Jacob Unger	895

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Candice Rezzo	\$892	Kelli Schwichtenberg	\$822	James Keefer	\$760	Bianca Williams	\$690	Adam Cregan	\$641
Sebastian Becerra	892	Michelle Verbit	821	Steve Durbin	759	Maurie Snyder	688	Michael Whitehouse	637
Chena Blair	890	Steven Gravelle	821	Kacey Williamson	759	Tia Panapa	687	Ewa Marinaccio	635
Kelly Bunyard	888	Brian Lee	821	Mele Fisilau	758	Steven Bast	686	Jeffrey Maher	634
James Disiere	888	Ruben Cal	821	Kyle Reeves	758	Joseph Falzone	686	Ruben Soberanes	634
Alisi Sanalio	887	Nicholas Dinneen	820	Carol Lam	758	Pravin Boscha	684	Iryna Sushkova	633
James Berrocal	885	Ofa Siasau	816	Heather Tribble	757	Laumanu Moalaeua	683	Tuifao Ulugia	632
Nicholas Hernandez-Rodriguez	883	Dawn Selden	815	Chin Long	756	Arnold Pacleb	681	Ran Yi	632
Alanna Swenson	882	Paul Janki	813	Mark Asbury	756	David Ocasio	680	Adam Azril	630
Aldina DaRosa	880	Toni Curlin	812	Salvatore Giacchi	754	Jarred Sykes	675	Robert Black	630
Saeideh Nessar Ali	879	AshLynn Orng	811	Amy Johnson	750	Billy Wilder	675	Alyssa Melendez	629
Dominic Park	879	Timothy Byrnes	810	Marc Charder	750	Benjamin Van Fossen	674	Katie Shugert	629
Joseph Harris	877	Rachel Martinez	808	Akbar Hosseini	749	Tyler Stewart	673	Marco Omiagbo-Philips	629
John Velardo	876	Charles McMain	807	Lauren Moon	749	Nathaniel Faber	673	Ricardo Marfori	628
Willie Brown	873	Patrick Lesatele	806	Gina Flores	747	Souleymane Bah	672	Tia McCutcheon	628
Jessica Dean	873	Michele Angelini	806	Serah James	746	Mark Stubblefield	669	Aaron Germann	627
Jimmy Tchen	869	Aaron Haynes	805	Jacquelyn Swift	743	Nanette Clay	669	Cecil Johnson	625
Barry Tauscher	868	Jeffrey Dieter	802	Tanisha Mathis	743	Sarah Berndt	669	Christopher McNamee	624
Michael Sheppard	868	Heather Rossitto	799	Dennis Gilpin	742	Sally Buchheimer	668	Laaina Havea	622
Brian Wilson	865	Raquel Baldwin	798	William VandenDries	739	Cristian Amazo	667	Amy Bauch	621
Gordon Mocc	864	Ryan Boutilier	798	Jonathan Owen	739	William Charnow	666	Renee Goodrich	620
Cresencio Escamilla	864	Sione Aholoka	796	Alomkone Soundara	738	Zachary Richardson	664	Kerrie Deragon	619
Justin Puffenbarger	863	Christopher Blank	796	Ann-Marie Burks	738	Clarence Boykins	664	Herman Fennell	616
Jennifer Holliday	861	Marc Gallant	794	Charles Mamala	736	Selorm Fiagome	664	Glenn Mitchell	613
Maurice Baritz	861	George Angulo	791	Phanelle Aliifaalogo	736	Ashley-Rose Macrae	663	Chen Wang	613
Joshua Burkhart	861	Taneshia Solomon	790	Cerfonz Parker	736	Sara Gilley	663	I-Perfection Harris	613
Cameron Severns	859	Nadine Korsiger	790	Joaquin Santos	735	Caitlin McElroy	662	Randoph Souliers	613
Dean Miller	857	Isaac Lo	790	Luan Hajnaj	734	Losa Siaosi	662	Cory Atwood	611
Allan Faalavaau	856	Sione Ika	789	Courtney Beck	731	Daniel Stramaglio	660	Wendy Schuster	610
Akenese Ati	855	Arthur Fischer	788	Jamar Burnette	730	Amy Croff	660	Ray Young	608
Tere Diamond	854	Fehia Petelo	787	Faasoosoo Savaiinaea	730	Aimee Caudillo	660	Emmanuel Villasenor	608
Clayton Snow	852	Sara Jacobs	786	Bradley Roberts	729	Justin Vogler	660	Heather Connors	607
Andrew Hermosillo	851	Derron Alexander	786	Russell Hart	725	Patrick Nix	657	Kraig Yates	605
Robert Larkrith	850	Mounga Fifita	785	Joseph Vallone	724	Zbigniew Stankiewicz	656	James T Walsh	605
Maria Esposito	849	Anthony Vuolo	783	Natasha Jones	723	Kim Clark	655	Ricardo Subero	604
Ingrid Acevedo	844	Kristen Evans	781	Karen Sessing	723	Robert Reed	655	Megan Leger	604
Michael Falcone	843	Arnold Iacoviello	781	Bryan Czajkowski	722	Kenneth Angelo	654	Erin Moyer	602
John Geha	843	Johnson Agpoon	779	William Russell	717	Tevita Taumoeanga	654	Satbir Singh	602
Jon Pompey	842	Angela Waller	778	Penny Reineck	716	Elwood Clark	653	Tiffani Tavormina	601
Jorell Washington	841	Zachary Hart	776	Sophen Yorth	715	Mark Browning	653	Damion Thompson	601
Jordan Freeman	841	Carissa Myers	776	Jinzhou Zhao	714	Nicholas Fisher	653	Blake Higuchi	599
Zachary Ledyard	841	Brandon McCrea	773	Monica Murray	709	Lorette Hines	651	Michael Lindsey	598
Nancy Myers	840	Christina Ormsby	773	Andrew Aaron	708	Frank Cousins	651	Daniel Conrado	598
Rodolfo Peterkin	837	Earnest Loveless	771	Andre Bishop	706	London Burnett	650	Annastacia Price	598
Keith Heckroth	835	Betty Hewlett	770	Myron Montano	705	Samantha Marmer	649	Madai Price	597
Aaron Fehr	835	Dexter Phillip	770	Usha Boodhansingh	703	Scott Smith	649	Andrew Bayang	595
Sione Etoni	834	Richard Nypower	770	Julia Misluk	703	Tricia Brown	648	Jerremmy Savage	595
Andrew Queen	833	Robert Nolan	769	Lawrence Forte	702	Caroline Hohaia	648	Magali Alcala	594
Peter Kwiatkowski	831	Scott Dillingham	768	Steven Sparkes	702	Maria Gonzalez	648	Joshua Phipps	590
Froilan Lunna	829	Ashley Delevieuse	767	Chandee Thorburn	699	Richard Salinas	647	Breanna Newkirk	590
James R Allen	829	Allison Linares	766	Janice Rose	698	Linda Jackson	646	Etevise Hopoate	590
Patricia Longenecker	827	John Sparby	766	Richard Dyer	695	John Reeves	646	Tuii Marteenkolai	590
Victoria Watkins	826	Salesi Hafoka	766	Brendan McDermott	694	Tiffany Rovinski	645	Jorge Guerra	590
Lomitusi Patea	823	Shari Hrehoruk	762	Brody Baxter	692	Renata Deoliveira	645	Larry Finch	588
Rachael Hawkins	822	Xiao Huang-Williams	762	Aaron Booth	691	Daniel Dotson	643	Howard Dotson	587
Tyrone Capers	822	Lautiiti Tonumaiepa	760	Brandi Hershey	691	Lleison Martinez	642	James Young	587

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ralph Politano	\$585	Gavin Green	\$531	Gary Crabtree	\$491	Taufailematagi Lomu	\$445	Jonathan Phillips	\$413
Robert Rose	585	Immanuel Altmann	531	Francisco Garza	489	Crystal Peters	445	Enrique Meza	412
Alicia Jarvela	584	Anita Ferris	530	Matthew Starr	488	Paul Samra	443	Elyse Vozar	412
Michael Sadallah	578	Salvador Rodriguez	530	Ryan McIntosh	487	Michael McJunkins	443	Sione Latuhoi	412
Steven Loveless	577	Charmaine McHugh	530	Cecilia Olmos	487	Rachel Arenas	443	Cody Felder	411
Humberto Quintero	577	Steven Jargo	530	Manuel Bautista	485	Adelfa Parinas	442	Sarai Josefa	410
Cameron MacCall	576	Drew Stimmel	530	Benjamin M Thompson	484	Joseph Williamson	442	Jeremy Kebrdle	409
Paul Smoley	576	Lolinita Maue	529	Alta Adrien	483	Savanah Ekman	441	William Martine	409
Henson Kaufusi	574	Eddy Hauff	529	Cumhur Gulel	483	Manuel Chavez	441	Iran Zaranda	408
Aaron Dunlap	574	Rosa Torres	525	Craig Strompf	483	Michael Robinson	440	Chinyere Udechukwu	408
Randall Cook	573	Janet Charles	523	John Duwors	481	Catherine Wilkie	439	Ana Graff	408
Justin Harrell	571	Cherie Adams	522	Lamine Dialhate	481	Sina P Young	439	Mele Toutai	407
Michael Jones	570	James Uselton	519	Vanessa Gutierrez	479	Gina Austin	438	Eriteta Tauraoi	407
Rajeev Arora	569	Elizabeth Creek	519	Keith Booker	479	David Smith	438	Cory Hobbs	406
Anaise Moonia	569	Dennis O'Neill	518	Judy Hunter	478	Mitchell Look	437	Kathryn Wilson	405
Christopher Newman	568	Sheree Risley-Aragon	518	Violetta Goldman	478	Rocio Andraus	437	Carolyn Murray	404
Gyad Ferguson	566	Marshall Miller	517	Mary Hallinan	477	Nadezhda Vitchev	436	John Setu	404
Travis Vandenberghe	565	Lynda Blanke	515	Sherry Jacobs	477	Lisa Grimes	435	Barrymore George	402
Jose Castillo	565	Peter Talamaivao	515	Trevor Mayer	475	Jacqueline McHugh	433	Nasr Quadri	401
Adam Huck	565	Andrew Smith	514	Raymond Taylor	474	Christopher Williams	432	Ovava Tuipulotu	401
Matthew Siemens	560	Matthew Davidson	513	Alexander Dorey	474	Raymond Angeles	432	James Tubinis	401
Philip Walters	559	Maryam Shalalvand	510	Jeffrey Cifranic	474	Joseph Browder	432	James Riordan	400
Julie Aprahamian	559	Fabiola Quintero	509	Charles Contreras	473	Sean Baldizan	430	Maurcen Champion	400
Brittany Reed	559	Danilo Mendoza	509	Angela Taylor	471	Jeovanny Silva	430	Sandra Smith	400
Brock Lampe	558	Kimberly Mussich	508	Nikki Salmon	471	Akua Adu-Koranteng	430	Tasha Tucker	399
Terence Turner	558	Stacie La	508	Cinthia Fink	470	Philip Russo	430	Shawn Babbitt	399
Alex Rozotto	556	Ashley Lacy	507	Robert Werth	468	Kenneth Madden	428	Fatch Chapeyama	400
Craig Greenlaw	556	Steven Rotherforth	507	Deanna Jells	466	Jeffrey Stevens	428	Luis Rivera	398
Terry Fisher	555	Michelle Ryan	506	Lisa Wilson	465	Richard VanderMallie	427	Ryan Fister	397
Erica Fay	555	Michelle Holman	505	Michael Stearns	464	Kathryn Brown	427	Angel Arista	397
Kevin Murray	554	Sale Papu	505	Farhod Shamsiyev	463	Marek Nowicki	425	Tom Morrell	396
James Kiko	553	Jason Wilkins	505	David Henderson	463	Carrie Wheeler	425	Sofia Villanueva	396
Jessica Tasky	551	Matthew Veglia	504	Lillian Mariso	462	Amanda Nielsen	425	Angela Durr	396
Dustin Gaunt	550	Jeremy Logan	504	Lisa Richardson	462	Christopher Stetson	425	Virginia Fallon	396
Angela Sestan	548	Louis Simpson	503	Arieta Salusalu	462	Shari Lane	424	Joshua Lenix	395
Karen Matteo	547	Clark Coles	503	London Jones	462	Bradford Stone	424	Zachary Ruhnaw	394
Damon Hubbard	544	Sarocum Kou	502	Paavo Cymanow	462	Robert Rachlin	423	Markens Benoit	394
Christopher Hintz	543	Emily Wilson	502	Ayman Awadallah	461	Michael Hasibar	423	Danielle Yeager	393
Deborah Parnell	542	Gwendolyn Olivier-Duclair	500	Brittany Ferris	460	Terri Griffin	422	Debra Esquivel	393
Edwin Sai	541	Jennifer Gonzalez	499	Debra Lay-Donnelly	459	Alejandro Soto	422	Armando Torres	393
Luis Bagundo	541	Maryna Danielian	499	Kenneth Carlberg	459	Christopher Theodat	422	Anthony Tomihama	393
Sulia Quensell	541	Cortlan Posner	499	Jamie Longolucco	458	Daniel Armstrong	420	Nimish Parikh	392
Gary Brown	540	Darrell Asbell	498	Nicolas Ullmann	457	Johnny Williams	420	Kevin McKean	391
Kristi Vang	540	Harrison Tran	498	Shelly Cullen	457	Solialofi Mo	420	Philip Abramovitz	390
Brian Dobbs	540	Justin Walsh	498	Bert Person	456	Stephen Armstrong	420	Benedict Maez	390
Alberto Alcalá	539	Jonathan Burris	497	Brian Jacques	455	Leland Jessop	419	Michael DeLutri	389
Melissa Gilroy	538	Pamela Altman	497	Christopher Phoenix	455	Ramal Taylor	419	Nina Dolman	389
Austin Howard	538	Ian McCullough	496	Alexander Gonzalez	454	Nicholas Spirito	419	Kyle Taylor	388
Cheri Clark	538	Donald Wold	496	Eugene Ruckle	453	Michael Dykman	419	Aghayni Nazarian	388
Fusipala Latu	538	Mercedes Lopez	496	Brian Blair	452	Rafael Aponte	418	Stephen Kemper	387
Anita Paul	537	Michael Brunello	495	Matthew Ficarra	451	Michael Strasner	417	Perla Leopard	386
Nathan Davis	536	Marcus Howard	495	Robert Willison	451	Stephanie Gauthier	416	Roshni Golian	386
Kenneth Oakes	535	Danielle Greenleaf	494	Vakhtang Nazaryan	450	Soosemea Faatui	415	Michael Church	385
Howard Roberts	534	Jessica Baker	493	Nadine McSorley	446	Wade MacDonald	414	Andre Hawthorne	385
Tracy Garland	532	Aseela Ravudi	493	Michael Boyle	446	Ataka Reed	414	Daniel Pinschmidt	385
Yvonne Gonzales	532	Vienna Liaina	492	Francisco Zarathustra	446	Lupie Grubb	413	Emily Braswell	385

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Prashneel Prasad	\$384	Vishwanath Sankaran	\$356	Patrick Steines	\$322	Juan Apreza	\$292	Ellahé Vaziri	\$272
Amandeep Gill	383	Timothy Williams	356	John Stankoski	322	Alice Price	292	Jacqueline Reim	272
Joseph Mayne	383	Dwight Gradolph	353	Ryan Kissling	322	Robert Granzow	291	Elizabeth Martinis	271
Byron Paz	383	Fred Crum	353	Zachary Savage	320	Nancy Gonzalez	291	Thomas Yarbrough	271
James Buller	380	Roland Vegiard	353	Erin Stiles	320	Deonna Fields	291	Angeline Kasinski	271
Mark Walton	379	Oscar Addis	353	Clayton Herron	319	Sabrina Honaker	290	Joel Ocegüera	271
Jasmine Milton	379	Matthew Dale	351	Marie Karaky	319	Lesieli Leota	290	Viva Mafua	270
Mark Toneff	379	Sarah Jones	351	Carlos Velazquez	319	Sina Petelo	290	Walter Powell	270
Darryl Edwards	378	Timothy Durr	350	Troy Plummer	318	David Nham	290	Marilyn Paddock	270
Chris Manning	378	Liane Scott	349	Gerald Coleman	318	Crystal Dickerson	289	Melissa Acosta	269
Liana Lemke	378	Rudy Ayala	349	David Melton	318	John Petty	289	Wendy Weaver	268
Angeles Ordas	377	Corwyn Boykins	349	Jonathan Torres	317	Svetlana Belkina	288	James Stevens	268
Maria Suzuki	377	David S Brown	349	Melonie Riley	316	Jenna Maxwell	288	Michael Hobrock	267
Jian Wang	376	Dawn LeBlanc	348	Timothy Watson	315	Donte Lungs	288	Bruce Roznos	267
Lucyna Ostrzycki	376	John Duff	348	Douglas Zigby	314	Sara Wonderling	287	Alison King	266
Christian Wicker	376	Domonique Taylor	346	Benjamin Kingsbury	314	Jay Miller	287	Jose Gil	266
Michael Littlestone	375	Felicia Wile	345	Glennasba Augborne	313	Mark Hart	286	David Pirog	266
William Thompson	374	Justin Wilson	345	Kody Karhliker	313	Joseph Cornaggia	285	Robert Livingston	265
Jacqueline Kabhayer-Mitchell	374	Karen Cheng	345	Aaron Singer	312	Carol Ornellas	285	Samantha Romano	265
Tyler Murray	374	Christina Black	344	Roger Fung	312	Marcus Evans	285	Ardalan Pourvali	265
Ashley Harrington	373	Levar Thomas	344	Tracy Green	312	John Ophals	285	Alta Herpel	265
Bobby Wheeler	373	Megan Elliott	343	Richard Lindelof	312	Brandon Schwed	285	Rebecca Willis	264
Cartez Horton	373	Jeremiah Arellano	342	John Tippett	312	Jonathan Santiago	285	Juanita Fussell	264
Heather Beals	371	Nuzair Mohammad	342	Marie Sio	312	Ron Pavon	284	Shelby Poston	263
Gina Angel	371	James Cliff	342	Henalieta Kamitoni	311	Robert Dixon	283	Charles Perkins	262
Betty Harris	371	Mary Kerehoma	341	Ronald Baker	311	Jayson Malisani	282	Courtney Armstrong	262
Qing Yuan	371	Amber Pasenski	341	Kyle Istvanditsch	310	Gabriel Manzo	281	Chad Hatfield	261
Jared Mlinarich	371	Alex Grakhov	340	Kinjioji Senikuraciri	309	Virginia Hinrichs	280	Christopher Omare	261
Vernin Vigierreynoso	370	Rashon Howard	340	Ruth Charlesworth	308	Jason Molnar	280	Lucan Schmidt	261
Kimberly Zavage	369	Peer Shmelzer-Moratin	340	Heather Leitch	308	Peter Kolzow	280	Michael Tenebruso	260
Dorian Brown	369	Janeen Souza	339	Matthew Hobbs	308	Charles Burland	280	Olukushe Mason	260
Brian Wolchok	367	Carley Conrad	339	William Seal	308	Ana Moreno	279	Stephen Archer	259
Steven Thompson	366	Bonnie Bennett	339	Rovie Vanhtha	307	Michael Copeland	279	Pelenatete Lamsam	259
Sheila Owens	366	David Beard	338	Johnny Hill	305	Rolando Vega	279	Sharon Nigota	259
Kevin Appasamy	366	Shannon Webb	337	Ashley Johnson	305	Hedie Teel	278	Julia Sigal	259
Melissa Sims	365	Diane Crawford	335	Matthew Marcus	304	Mario Nunez	278	Henry Ingraham	258
Bryan Peters	365	Michael Johansen	335	Jack Anderson	303	Bianni Mafileo	277	Jesus Machado	258
Mark Wiebe	364	David Gombkoto	334	Konnor Wyly	303	Shawn Harris	277	Lily Richardson	258
Michael Fassler	364	Charnae Daysh	333	Ellen Bryan	303	Samy Jacques	277	Rhoda Gbadeyan	257
Robert Grills	364	Taalili Mataupu	331	Angelika Vassilieva	302	Amelia Kaufusi	277	Cheron Henderson	257
Bijan Ghadiri	364	Joseph Huh	331	Teo Underhill	302	Carl Boldon	277	Robert Dacey	257
Renee Jeffries	364	Johnathon Healy	330	Gabriel Feldmann	302	Matthew Atayi	276	Vojislava Trammell	257
Timothy Kramarenko	363	Nic Jagulli	330	Keith Spivey	300	Taiwanda Battle	276	Loretta Ekeroma	256
Renee Lono	363	Russell Morris	330	William Parmeter	300	Chad Potts	275	Ilisoni Seru	256
Steven Lucero	362	Ana Key	329	Deborah Temple	298	David Farraway	275	Gregory McMeckan	255
Mele Tuitupou	362	Marissa O'Donnell	328	Dustin Kiss	297	Sara Vaz	275	Daisy Salgado	255
Lawrence Fidel	362	Bervina Lane	328	Ronald Friedlander	296	Aniva Epati	275	Richard Verduzco	254
Ronald Rennich	361	Charles Belt	327	Andrew Dailey	296	Iotua Naurua	275	Kyle Reese	254
Brian Wallace	361	Felicia Black	326	Terry Reese	296	Monica Perry	274	Jimmy Pena	254
Gregory Fong	360	Sean Cahill	325	Christopher Jordan	294	Emma Hollander	274	Rolando Garcia	253
Amos Clarke	359	Jay Newsome	325	Susan Ramcharan	294	Robert Wilhelm	273	Henry Hill	253
Frank Brown	357	Raphael Musto	324	Albie Udom	294	Shannon Cline	273	Asenaca Chute	253
Theresa Pule	357	Allan Munro	324	Holaifa Moala	293	Timothy Nolan	273	Mardolin Tutai	253
Katie Strong	357	Sammar Miqbel	324	Adrian Smalls	293	Kaydeen Mcardle	272	Yaniv Levi	253
Dainelle Whitman	357	Alex Pericles	323	Mohamed Tawfik	293	Samuel Parent	272	Alison Beal	251
Ofaloto Tatofi	356	Alba Wandurraga	323	Michael Busher	292	Joseph Babineau	272	Marcia Edwards	250

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Terrence Cobbs	\$250	Brandy Ackman	\$230	Randolph Gay	\$214				
Selita Saulemau	250	Daniel Smith	230	Nate Waldmiller	214				
Scott Cree	249	Theresa Bellajaro	230	Catherine Larsen	214				
Shirlene Benton	249	Sharron Wilson	230	Krystal Dennis	214				
Lamar Livingston	249	Paula Codrington	229	Mapuani Tupou	214				
Reynolds Akuamoa	249	Precius Prevalus	229	Floyd Musgrave	213				
Jamie Lovejoy	248	Kelly Thrush	229	Bradley Shank	213				
Carmen Kowercuk	247	Matthew Cartwright	229	Virginia Dotson	212				
Brian Snyder	246	Astrid Cartagena	228	Louis Giogaia	212				
Herivelto Pereira	246	Ranadi Leone	228	Sarah Strain	212				
Angela Meadows	245	Hunter Houvener	228	Sharon Englert	212				
Sean Kiersztyń	245	Thomas Martin	228	Lesley Chailier	212				
Nicholas Ohlroggen	245	Jean Reese	227	Ronald Marx	211				
Agatha Safford	244	Andrew Maggi	227	Tevita Liutai	210				
Kouassi Appiah	244	Andrew Bishop	226	Cory Liles	210				
Harold Robertson	244	Sharif Grays	226	John Critser	210				
James Hendon	244	James Smith	226	Vivian Greer	210				
Maleah Taai	244	Tate Brooks	226	Natasha Levandowski	210				
Anthony Theriault	243	Cristi Huffman	225	Anne Weir	210				
Daniel Hartwig	243	Lopini Maile	225	Avram Pinto	209				
Anne Powihongi	242	Kevin Talbot	225	Sean Rogers	209				
Clinton Spaeth	242	Doris Hood	224	Bernard Treider	209				
Michael Smith	242	Kyna Thomas	224	Michael Connell-McDowell	209				
Christopher Keller	242	Seiloni Filimoehala	224	Patrick O'Brien	208				
Kevin Brooks	241	Annette Thomas	223	Curtis Korneluk	208				
Dawn Magdowski	241	Rachael Garza	223	Joshua Woerdeman	208				
Gary Prokop	241	Liridon Pervizi	223	Tara Heinecke	207				
Christopher Tise	241	Uatesoni Filimoehala	223	Salvatore D'Alessandro	207				
Daniel Toshner	240	Ysauro Hernandez	222	Raymond Billups	206				
Mori Kaikura	239	Elisha Konieczka	222	James Keck	206				
Emily Youngpeter	239	Frank Jendusa	222	Brittaney Caldwell	206				
Jarred Santi	239	Sean Lacroix	221	Meredith Clements	206				
Sanrda Alexander	238	Mark Danner	221	Thomas Reagan	205				
Alan Silverman	238	Gladys Reed	221	Anthony Boschetti	205				
Faataualofa Faapuea	238	Douglas Kline	221	Sayed Haque	205				
Ashleigh Ely	238	Wayman Guider	221	Glenda Barnes	204				
Vanessa McFadden	237	Dale Meyer	220	Elizabeth Hodgson	204				
Karla Walker	236	Daletta Seekins	220	Desere Chachere	204				
Christine Curran	236	Joshua Gerneigliaro	219	Sandra Randle	203				
Calixto Fonseca	236	Glyn Hurst	219	Shauntel Hardy-Grant	203				
Anne Royce	236	Sanele Lafaele	217	Robert Grossman	203				
Manarii Gauthier	236	Kimberly Hayes	217	Kenneth Schram	202				
John Cochrane	233	Patrick Parisi	217	Amanda Voelz	202				
Esterina Autore	233	Ngatoa Ravarua	217	Theresa Jordan	202				
Meagan Kress	233	Michael Alexandre	217	John Elliya	202				
Blaire Fisher	233	Beth Wiese	216	Dawn Richards	201				
Alfred Taren	233	Carolyn Hall	216	William Crocco	201				
Julio Sonero	232	Kelly Finnen	216	Roger Fraley	201				
Christal Peebles	232	Erica Miller	216	Robert Bickford	201				
Diana Cavazos	232	Tanesha Clausell	216	Stephanie Leon	201				
Marthalyn Doe	232	Lapiuingi Maka	216	Barbara Good-Hammond	200				
Donald Hill	231	Lafi Papalii	216						
Ophelia Bailey	231	Laura Pasqual	215						
Cathy Thompson	231	Felix Berger	215						
Tivona Whiting	231	Marcus Richardson	214						
Jillian Hilliard	230	Joseph Laposta	214						